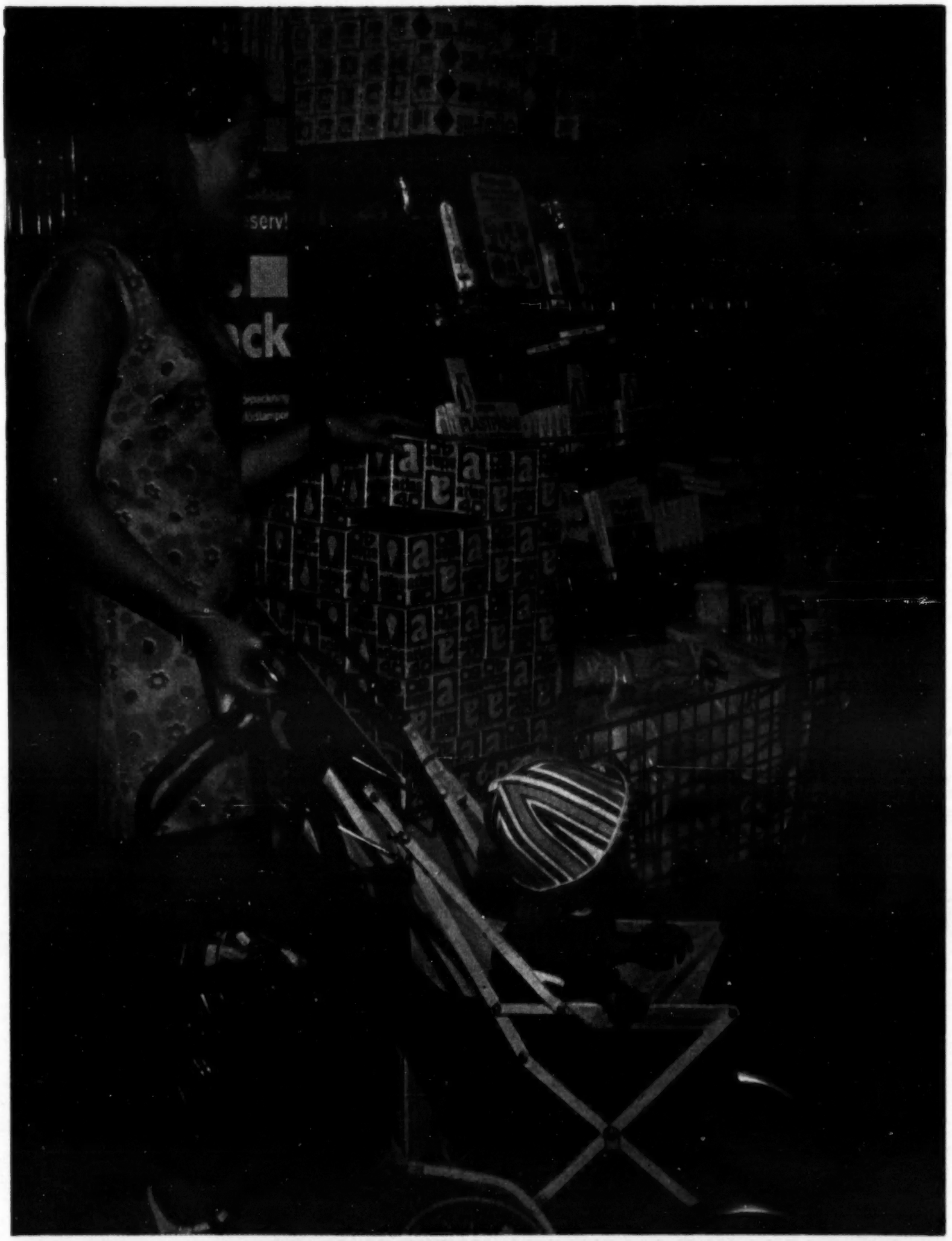
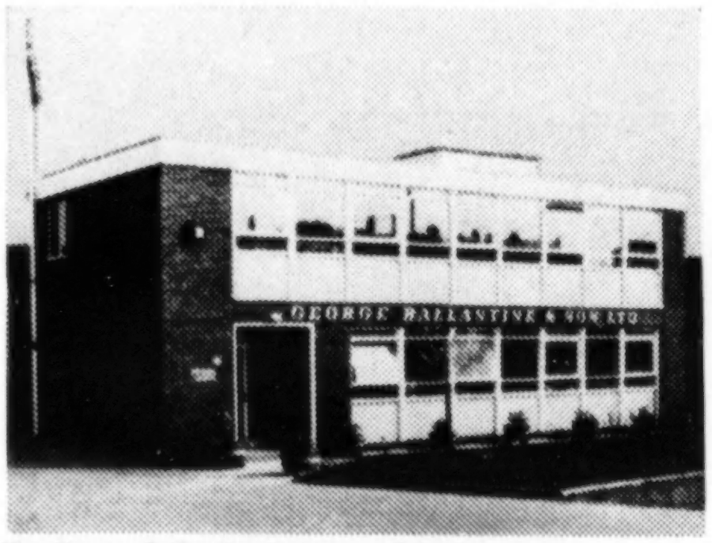
Board of Trade Journal

Volume 198, No. 3807 Published by Her Majesty's Stationery Office 4 March 1970



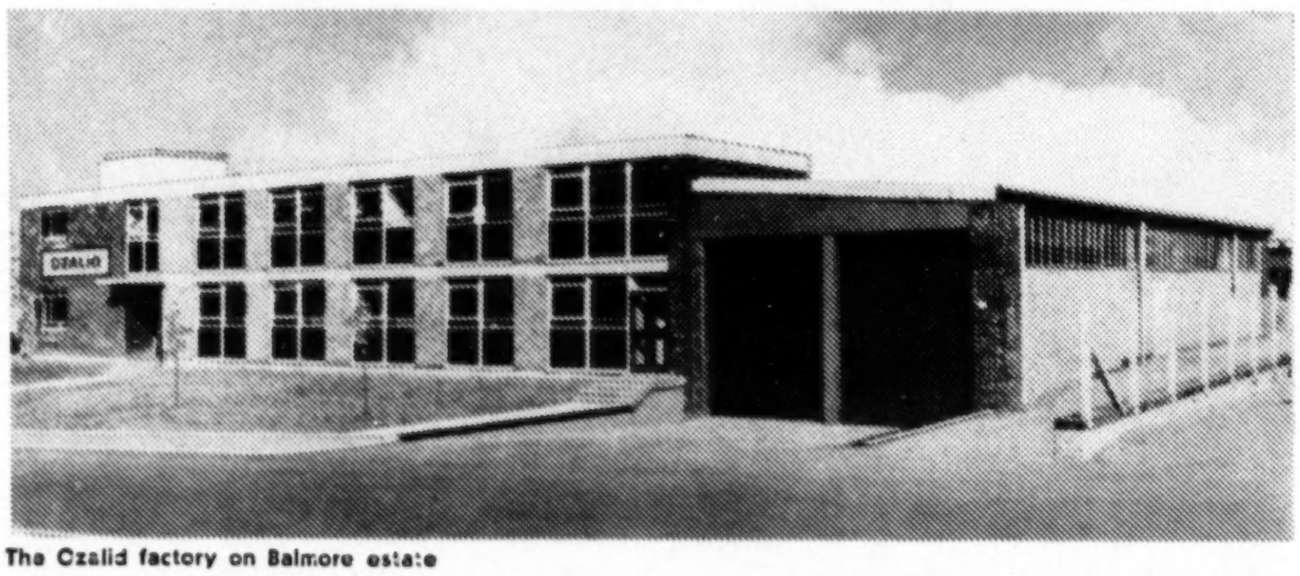
Price 2s 0d [10 p] net

Over Two Million sq.ft. of Factories occupied in Scotland -in Three years

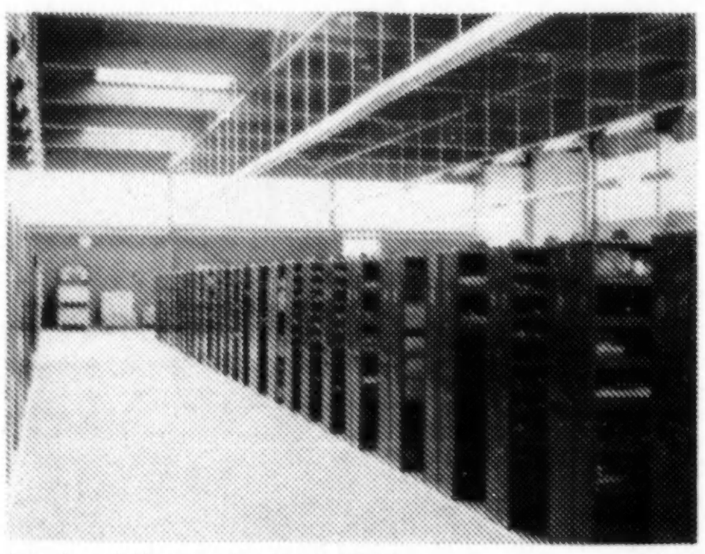


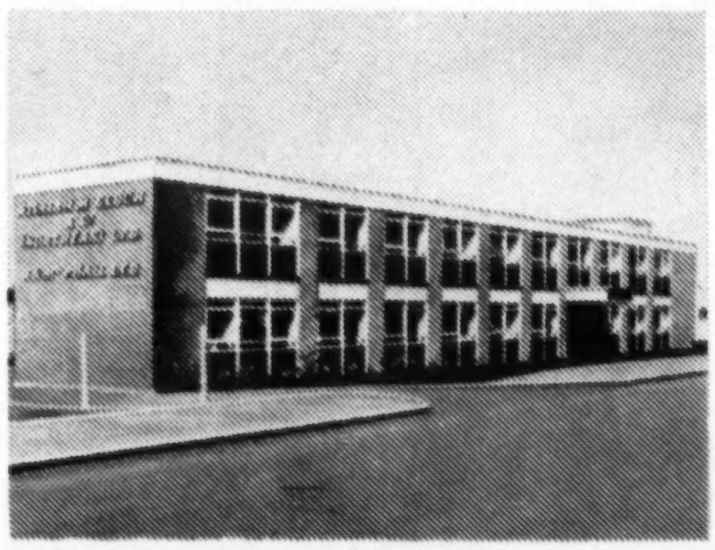
The George Ballantine factory on Balmore estate

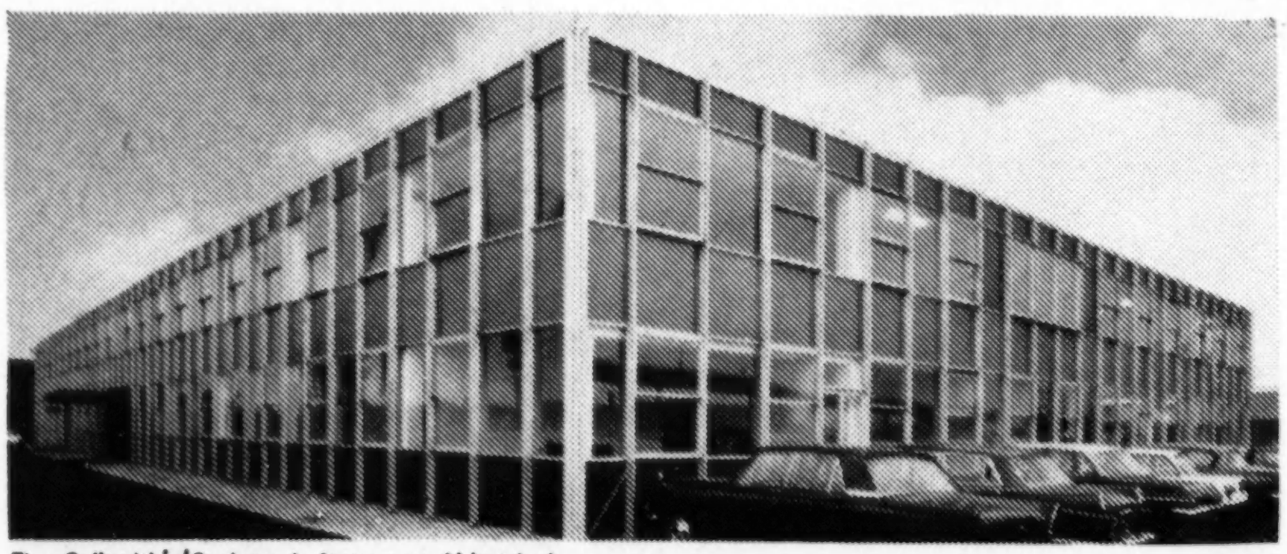
The Hoover depot on Airdrie estate



The Ozalid factory on Balmore estate


Interior of Hoover depot at Airdrie


The Wm McGeoch factory on Balmore estate


The Galbraith's/Cochrane's factory at Abbotsinch

Lyon have provided over two million square feet of factories in Scotland, located them to provide optimum conditions for their clients' business, designed to meet their specific requirements, and laid out to aid efficiency—all part of the services available from Lyon.

Advance factories for immediate occupation are available on many of the 18 Lyon Industrial Estates. Some of the illustrations show specially designed factories built on single plots, and the Lyon Special Project Division is involved in many projects similar to the Heathrow Airport air cargo terminal.

Lyon

BRITAIN'S LEADING INDUSTRIAL DEVELOPER

RONALD LYON (ESTATES) CO. LTD. (SCOTTISH DIVISION)
239 ST. VINCENT ST. GLASGOW C.2. 041-221 3961 7

Board of Trade Journal

VOLUME 198. NO. 3807. PAGES 565-628. MARCH 4, 1970.
PRICE 2*s* 0*d* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s*. 6*d*.

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877.

Index to Statistics 566
Subscriptions, Advertisements, Reprints 566

Baden-Württemberg: market within a market 569
President speaks of continuing progress of UK export trade 572
ECGD backs contract for extension to Skopje iron works 573
EFTA Drawback (Amendment) Regulations 1970 573
Decimal Currency Board's inquiry into future of sixpence 573
Imports of fresh potatoes 574
The Import Duties (Temporary Exemptions) (No. 1) Order, 1970 574
Revocation of anti-dumping duties on Portuguese files and rasps 574
Applications for temporary exemption from import duty 574
Annual Report of Monopolies and Mergers Acts 1948 and 1965 574
Purchase tax on drugs and medicines 575
Seven agreements not being investigated under Restrictive Trade Practices Act 575
Proposed Burmah/Laporte merger referred to Monopolies Commission 575
Proposed Reed/IPC merger 575
Employment and Productivity Gazette 575
Consideration of mergers by the DEP 576
Petroleum ITB scope redefined 576
New company occupies Washington factory 576
New ICI project for Ulster 576
BNEC launch Summer International Marketing Course in Stuttgart 576
Seminar to boost Britain's trade with Nigeria 576
Metric revision for acetic anhydride standard 576
First meeting of Royal Commission on environmental pollution 577
Noise Advisory Council established 577
Patents endorsed 'Licences of Right' 577

Aviation and Shipping
President's statement on attacks on aircraft 580
More aerodromes to provide consultation facilities 580
Luton Air Traffic Control 580
Award to coastguard for Kent yacht rescue 581
Recruitment of women coastguards 581
New address for BoT Marine Division 581
Appointment of National Ports Authority chairman-designate 581
Mr. Roberts speaks on Civil Aviation Bill delay and noise certificate 581
Parliamentary answers on aviation and shipping 582

Parliamentary Answers 584
Government surplus sales by auction 589
New Books 590

STATISTICS
The economy: selected indicators 591
Office development statistics in the fourth quarter and year 1969 592
General index of retail prices for January 594
New companies registered in Northern Ireland 594
Retail sales in Northern Ireland 595
Record number of visitors from United States last year 595
Business Monitor 595
Films Acts, 1960 to 1966: Registrations statistics for the year ended December 31, 1969 596
Registrations of British and foreign films 596

EXHIBITIONS AND FAIRS
Multi-country business at Cologne Hardware Fair 599
'Unqualified success' at Toronto Hardware Show 600
City of London 'Minibex' 600
British fashion makes £200,000 impact at Turin 601
Strong British group at Copenhagen's First International Men's Fashion Fair 601
Duke of Edinburgh in Finland for Trade Drive 601
Over 100,000 visit Geneva Motor Show 601

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
British investment possibilities in Malaysia 603
India and Hungary. Yugoslavia and the USSR. Hints to businessmen booklets. New telephone number for British embassy, The Hague. Uniform Benelux law on trade marks 605
Opportunities for exporters – calls for tender – agency inquiries, market reports, etc. 606
Export Missions and Tours 612
Export Orders 614

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Algeria: Import restrictions: Tyre flaps, aircraft tyres and other items 622
Austria: Tariff regulations 618
Bolivia: Pharmaceuticals: incentives for foreign companies 625
Brazil: Abolition of consular visas on commercial invoices. Customs tariff amendment 625
Canada: Labour disputes at ports in British Colombia 627
Cuba: Canned meats and dairy products 623
European Communities: Common agricultural policy. Transport in EEC. Harmonization of legislation. Imports from non-Member Countries 617
Finland: Reduction in duty on cars 618
France: Quota for tunny fish: amendment 619
Iceland: Global quotas for 1970 619
Iran: Closure of post at Khorramshahr 621
Iraq: Reduction in the value of import licences in the private sector 620
Israel: Import regulations 621
Italy: Exchange Control regulations 619
Malawi: Import controls: licences required for fertilizers 622
Malaysia: Pioneer industries 623
Malta: Tariff amendments 620
New Zealand: Free Trade Agreement: Customs tariff inquiry (1), (2). Emergency Protection Authority report. Free Trade Agreement: Tariff inquiry on wooden clothes pegs 622
Singapore: Customs Duties amendments 623
South Africa, Republic of: Customs tariff application 622
Spain: Home Compensation Tax Levy. Customs Tariff duty reductions. Customs Tariff modifications. Import duty suspension: cod fish 618
Sweden: Increase in value added tax 619
Togo: New transit tax (taxe speciale de transit) 622
United States: Transportation of combustible liquids. Fair Packaging and Labelling Act: bars of soap. Hazardous substances: flammable contact adhesives. Flammable Fabrics Act: appropriate safeguards. Motor vehicle safety standards: exterior protection (bumpers). Brakes – Passenger cars. Applicability – motor vehicles of 1,000 lbs. or less curb weight 625
Zambia: Customs Tariff changes 622

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

An annual increase in turnover of 50 per cent has been averaged over the last five years by Svenska Thorn, a Thorn Lighting subsidiary. This picture shows one of many special point of sales display units which were on show in over 100 stores in busy shopping centres during British Week in Gothenburg last year when the company launched one of their biggest sales drives for six-pack Atlas incandescent lamps to coincide with the start of the promotion. This sales event was supported by advertising in 20 daily newspapers, including the three biggest Gothenburg dailies, as well as all the newspapers on the West Coast of Sweden.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	14 Jan. 1970
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (Q)	18 Feb. 1970
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	21 Jan. 1970
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	18 Feb. 1970
Chemicals industry (Q)	28 Jan. 1970
Companies:	
Acquisition and mergers (Q)	25 Feb. 1970
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	18 Feb. 1970
N. Ireland (M)	28 Jan. 1970
Computers:	
UK computer market (Q)	4 Feb. 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	11 Feb. 1970
International trade credit (A)	3 Sept. 1969
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	11 Feb. 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	25 Feb. 1970
ECGD business (Q)	3 Dec. 1969
Film industry:	
British Film Fund Agency returns (M)	4 Feb. 1970
Cinema admissions and takings (M)	18 Feb. 1970
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	This week
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	4 Feb. 1970
Footwear industry orders and deliveries (M)	18 Feb. 1970
Foreign trade:	
EFTA trade (Q)	17 Dec. 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	4 Feb. 1970
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	18 Feb. 1970
Value of overseas trade (M)	25 Feb. 1970
Value of overseas trade: analysis of trends (Q)	19 Nov. 1969
Gold and convertible currency reserves (M)	11 Feb. 1970
Hairdressing trades turnover (M)	18 Feb. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Feb. 1970
Business (M)	11 Feb. 1970
Industrial building (Q)	28 Jan. 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	25 Feb. 1970
N. Ireland index (M)	25 Feb. 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	24 Dec. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	18 Feb. 1970
Machine tools, deliveries and orders (M)	4 Feb. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	11 Feb. 1970
Production (M)	11 Feb. 1970
Volume of production (M)	11 Feb. 1970
Motor industry:	
Car and commercial vehicle production (M)	11 Feb. 1970
Motor trades turnover (M)	18 Feb. 1970
Office developments permits (Q)	This week
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	24 Dec. 1969
Retail prices index (M)	This week
Retail trades:	
Index nos. (M)	11 Feb. 1970
N. Ireland index (M)	This week
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	28 Jan. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	18 Feb. 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	25 Feb. 1970
Cotton production (M)	25 Feb. 1970
Wholesale houses sales (M)	18 Feb. 1970
Wool exports (Q)	25 Feb. 1970
Wool output (M)	25 Feb. 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	18 Feb. 1970

Board of Trade Departments, etc.

Subjects	*Last published*
Board of Trade addresses	18 Feb. 1970
Board of Trade regional organization	1 Oct. 1969
British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	This week
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD local offices	25 Feb. 1970
Half-yearly index – July-Dec. 1969	18 Feb. 1970
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS.

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1970

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877. Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876), Ext. 6147).

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities, 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:
London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 1: 258 Broad Street
Bristol 1: 50 Fairfax Street

Enclosed please find £6 18s. 6d. being one year's subscription to the BOARD OF TRADE JOURNAL. The copy should be sent to:

Name .....

Address .....

.....

Shipping to the Mid-Continental United States costs less via Baltimore

Shorter overland distances save money for container shippers.

The Port of Baltimore – because of its geographic location from 50 to as much as 200 miles closer to the Mid-Continental United States than other North Atlantic ports – enables container shippers and receivers to save money and time by using railroad piggyback service in the transportation of export and import freight.

Here are some examples of Plan II½ piggyback charges and savings between railroad yards at origin and destination within the U.S.A. for 2-trailer shipments. Savings can also be achieved for 1-container shipments.

For information, rates and savings for shipments between other cities as well as other types of service at the Port of Baltimore, contact one of the Maryland Port Authority regional managers listed below.

BETWEEN		CHARGES (2 trailers, 73,500 lbs.)	SAVING
Baltimore New York Norfolk	Chicago	$553.00 $620.00 $629.00	Save up to $76 via Baltimore
Baltimore New York Norfolk	Cincinnati	$433.00 $518.00 $465.00	Save up to $85 via Baltimore
Baltimore New York Norfolk	Cleveland	$384.00 $433.00 $463.00	Save up to $79 via Baltimore
Baltimore New York Norfolk	Detroit	$442.00 $459.00 $563.00	Save up to $121 via Baltimore
Baltimore New York Norfolk	Pittsburgh	$282.00 $348.00 $422.00	Save up to $140 via Baltimore
Baltimore New York Norfolk	St. Louis	$612.00 $707.00 $661.00	Save up to $95 via Baltimore

London, EC2, England Austin G. Tofield, **Mgr.**
Kenneth L. Newton, Asst. Mgr.
Moor House, 119 London Wall.
Phone: 01-638 8330
Cable address: BALTPORT LONDON EC2
Brussels, Belgium David K. Tosic, Mgr.
Shell Building, 60 Rue Ravenstein;
Phone: 13.01.49
Cable address: MARPORT BRUSSELS

PORT OF BALTIMORE

Maryland Port Authority, Pier 2, Pratt Street, Baltimore, Maryland 21202
Charles I. Hughes, Director of Trade Development

Gentransco Services Ltd

. . . have the biggest number of direct train ferry/container groupage services between the UK and WESTERN GERMANY . . .

FROM LONDON			TO LONDON	
Departures per week	Transit Time in days		Departures per week	Transit Time in days
1	6	Berlin	1	6
1	3	Bielefeld	1	3
1	3	Cologne	2	3
2	3	*Dusseldorf	2	3
2	3	Frankfurt	2	3
2	3	Hagen	2	3
1	4	Hanover	1	4
2	3	Mannheim	1	4
2	4	Munich	1	4
1	3	Nurnberg	3	3
2	3	*Stuttgart	2	3

*also direct once weekly to Manchester

Operated at: GENTRANSCO No. 5, London International Freight Terminal, Temple Mill Lane, Stratford, London, E.15

Enquiries to: GENTRANSCO SERVICES LTD., P.O. Box 166, Central House, Stratford, London, E.15

Telephone: 01-534 6655 Telex: 897153/4

ALSO . . .

WE HAVE A SPECIAL FLEET OF 20' AND 30' I.S.O. CONTAINERS SOLELY TO HANDLE FULL LOAD MOVEMENTS BETWEEN ANY PLACE IN THE U.K. AND WESTERN GERMANY. THESE CONTAINERS ARE OPERATED UNDER THE JOINT NAMES OF

GENTRANSCO/DANZAS & CIE. G.m.b.H.

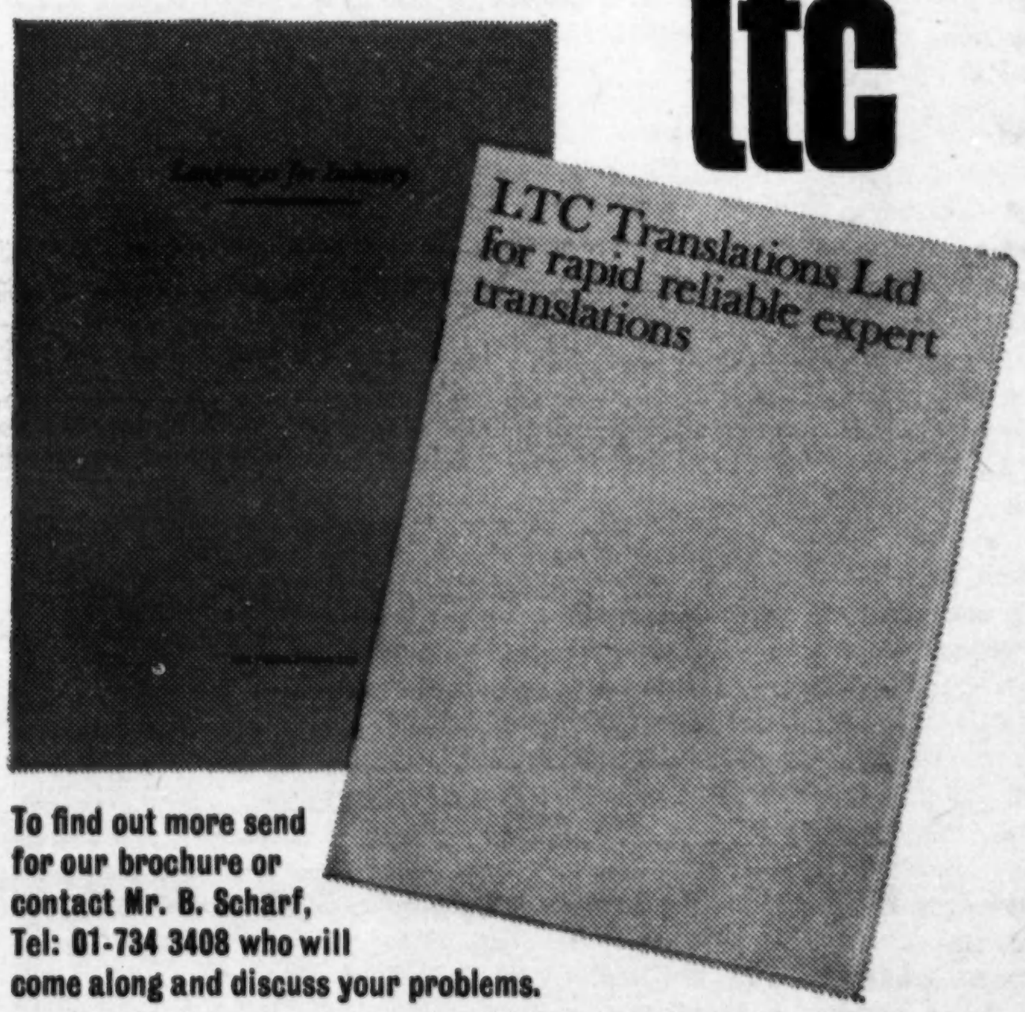
We speak the language of your customers

In Belgium, Italy, Brazil . . . in fact, anywhere in the world. Their good opinion matters a lot to you.
That is why the catalogues and handbooks which you send to them should be written clearly, in their own language and in the style to which they are accustomed. And as for the communications you receive from abroad, they too must be translated promptly and accurately.
LTC Translations is geared to these requirements. Speed, efficiency, accuracy may be taken for granted, but we are proud of our solid and extensive experience in many branches of commerce and industry. Please call on us for up-to-date advice on all your language problems.

This is what you will find . . . when you consult us about your translation problems.

- ★ **Prompt and efficient service at reasonable rates**
- ★ **Extensive experience in many branches of commerce and industry**
- ★ **Capacity for dealing with large, complex or urgent projects**
- ★ **Facilities to assist you in the production of your foreign language literature**
- ★ **Teamwork and consultation at all stages**
- ★ **Up-to-date advice by experts.**

ltc



To find out more send for our brochure or contact Mr. B. Scharf, Tel: 01-734 3408 who will come along and discuss your problems.

LTC Translations Ltd

193 REGENT STREET, LONDON W1. TEL: 01-734 3408
A member of the Linguaphone Group of Companies

Baden-Württemberg: market within a market

by E. R. C. Holland, Consul (Commercial), British Consulate-General, Stuttgart

This is the first of a series of three articles to be published over the next few weeks to draw attention to the opportunities for British exporters in the different regions of Germany, and the differences in the methods of selling. Other articles on West Berlin and Bavaria will follow.

As a preamble to this article readers are invited to re-read the following three articles which appeared in the *Board of Trade Journal* last year, the contents of which are equally valid today. These are: (1) 'The marketing of consumer goods in the Federal Republic of Germany', published in the *Board of Trade Journal* issue of February 28, 1969; (2) 'Selling capital goods in the German Market', published in the *Board of Trade Journal* issue of May 2, 1969: (3) 'How to sell in the Federal Republic of Germany, published in the *Board of Trade Journal* issue of March 14, 1969.

WITH AN AREA of 13,800 square miles Baden-Württemberg is the third largest of the 10 *Länder*, the semi-autonomous states or provinces which comprise the Federal Republic of Germany. It occupies the south-western corner of the Republic being bounded on the west by France, south by Lake Constance and Switzerland; and to the east and north it marches into Bavaria, Hesse and Rheinland-Pfalz.

Stuttgart, the capital, is a modern city of some 620,000 inhabitants. It is an important communications centre: a rail junction and an inland port on the river Neckar with a harbour handling some 4 million tons of cargo a year. The airport handles international as well as domestic flights: there are two direct services a day to and from London; and its airfreight facilities are an important factor in the *Land's* economy. Plans are already being made for a new and much larger airport within easy reach of Stuttgart. Stuttgart is well served by the *Land* and Federal road system, including, of course, the Autobahn. It is also the centre of an important regional radio and television network.

Major industrial centres

As a major industrial centre, Stuttgart produces a wide variety of capital and consumer goods: cars, machine tools, industrial and household electrical machinery, cameras, optical equipment, and textiles are those which come most readily to mind; but there are many more. Since 1945 it has also become the centre of the German publishing business, and about 200 publishing firms are established within its boundaries. More important still is the large industrial complex which extends well beyond the city limits. This, already largely built-up, is known as the Greater Stuttgart area and has a total population of between 2 and 3 millions.

The second largest city of Baden-Württemberg is Mannheim, with over 320,000 inhabitants. It lies on the east bank of the Rhine at the junction with the Neckar and is an important inland port and industrial centre, concentrating on mechanical engineering, oil refining etc. Other important cities and centres of Baden-Württemberg are Karlsruhe, with over a quarter of a million inhabitants, much industry and a major nuclear research centre; Pforzheim, the jewellery and watch-making centre; Heidelberg, an ancient university town with thriving modern industrial suburbs: Freiburg, a university town in the Black Forest and a centre of growing importance for the electronic and computer industry; and Friedrichshafen on Lake Constance, the site of one of the largest gear manufacturing plants in Europe.

Baden-Württemberg has a population of 8.9 million of which over 400,000 are foreign workers. Of the total population some 4.2 million are gainfully employed in the following main categories:

50 per cent in producer industries
20 per cent in service industries
13 per cent in commerce industries
10 per cent in agriculture industries

Some indication of the present booming economic conditions is shown by the unemployment rate which for the whole *Land* is something less than 0.1 per cent and is virtually non-existent in most of the large centres of population. In spite of the large and growing number of foreign workers employed in the *Land's* industry there are still over 70 vacancies for every person registered as unemployed.

Modern science-based industries

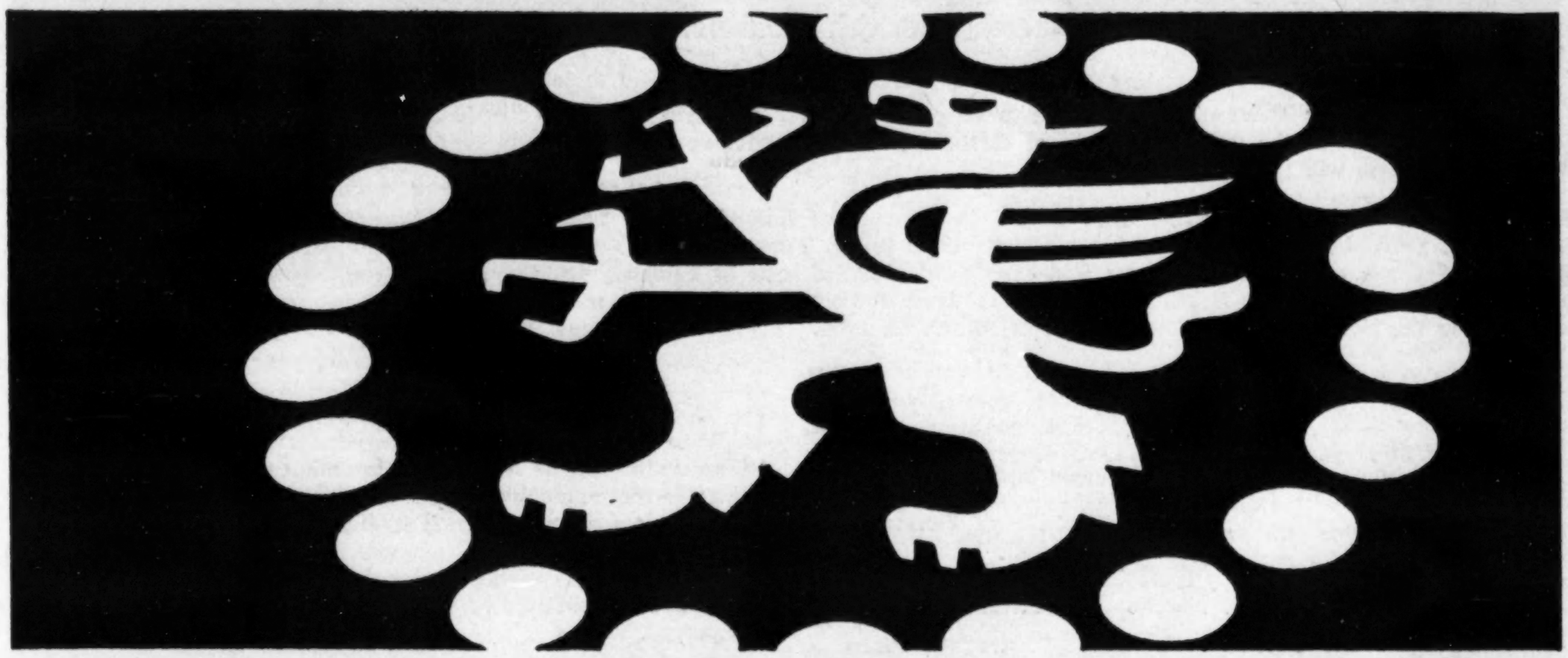
The fastest growing sector of Baden-Württemberg industry consists of the modern science-based industries, in which skilled workmanship and highly technical and sophisticated working methods make up a far greater part of the final cost of the end products than the costs of the raw materials used. Such industries as electronics, optical and fine machinery manufactures, nucleonics and computers are well represented in Baden-Württemberg. The high growth potential of these modern industries has kept Baden-Württemberg well in the van of the industrial growth of Federal Germany.

However, despite the increasing proportion of total industrial production being taken over by these modern industries, it must not be forgotten that Baden-Württemberg is well represented in the more traditional type of industry. The production of textiles, the manufacture of woodworking tools, machine tools, printing machines, electric motors and household equipment are all important industries in Baden-Württemberg, and there is also a thriving motor vehicle industry.

As in all sophisticated, industralized communities a market exists in Baden-Württemberg for machinery, electronic equipment, raw materials and semi-finished products as well as consumer goods; and it is by no means merely a question of filling gaps not covered by local production. The inhabitant of Baden-Württemberg, industrialist or consumer, company buyer or householder, has a reputation for requiring value for money. Local business patriotism certainly exists – and is seen most clearly perhaps in the way that Local Authorities purchase as much as possible of their requirements from local suppliers – but rarely is it allowed to interfere with striking a good bargain. An imported product, directly competitive with a locally made product, will therefore not be discriminated against, provided it is competitive not only in price but also in the service facilities with which it is backed, the delivery offered and, in the case of production machinery, its designed output. In the case of capital goods, including components and semi-finished products, the local producer's order books are very full, and their delivery times are consequently tending to lengthen. This represents an excellent chance for overseas, including British, suppliers to get their foot into this market. If they can offer better

(*Continued on page* 571)

SPOTLIGHT ON OVERSEAS TRADE



Selling to WESTERN GERMANY

Trading abroad has its problems. Especially if you're short on background information.

The 'Spotlight' pamphlets, prepared by the Midland Bank, analyse matters and markets important to Britain's overseas traders. They examine the prevailing economic situation, point out existing regulations, and survey underlying trends.

If you're selling to Western Germany, you'll need all the information you can get. Pop in at any Midland Bank branch, and ask for the latest 'Spotlight' pamphlet, 'Selling to Western Germany'.

Or send us this coupon:

Please send me 'Selling to Western Germany' together with the previous issues of 'Spotlight' I have ticked.

☐ Australia ☐ Austria ☐ Brazil ☐ Finland ☐ France ☐ Italy ☐ Japan
☐ Switzerland ☐ U.S.A. ☐ Documents for Exports ☐ Finance for Exports

NAME _____

ADDRESS _____

_____

To: Panel for Overseas Trade Development, Midland Bank,
Overseas Branch, 60 Gracechurch Street, London, EC3. Tel: 01-606 9944

Midland Bank If you have an international problem talk to the Midland

deliveries and if their specifications are the equal of local suppliers, prices will, within reason, be of secondary importance.

In the case of consumer goods the overseas supplier is again up against severe competition from local manufacturers of first-class quality articles. Here the growing affluence of the inhabitants of Baden-Württemberg is working in favour of overseas suppliers. With the increase of per capita spending power higher in Baden-Württemberg than in any other *Land*, people in Baden-Württemberg are finding that they have more money left in their pockets after buying necessities than ever before; and this in turn is leading to a demand for luxury items and exotic imported goods, and to the development of a 'keeping-up-with-the-Jonesses' attitude.

Appointing an agent

Assuming that there is a market here, what is the best way of breaking into it? There is, of course, no easy answer, as it largely depends on the goods involved, the resources of the exporter and the size of the anticipated market. This last point is particularly important. The exporter will have to decide whether to appoint an agent in Baden-Württemberg to sell his goods for him or, if the market appears to be potentially big enough, to plunge straight in and either set up his own sales organization or local manufacture. The simplest way of selling in this market as in any other, is, of course, to appoint an agent either buying on his own account or on a commission basis. In some fields this method can work well. Where, for example, the articles concerned have a market restricted to a few clearly defined buyers in a particular locality, the agent can be expected to know these buyers and to be able to service them adequately. Where, however, the market cannot be so clearly defined, and where its size depends to a greater or lesser extent on aggressive salesmanship and imagination, the appointment of an agent may not be such a good idea. The number of good ones in Baden-Württemberg as elsewhere is limited, and it is precisely those good agents who are likely already to have as many agencies as they can handle.

The main weaknesses of an agent are: (a) he is not under the direct control of any of his principals; (b) he cannot give his full-time efforts to any one of his principals without risking losing the others; and (c) he will have no incentive to push sales for any one of his principals beyond the point at which the manufacturers might start thinking seriously of setting up his own sales force. Where therefore the essential preliminary market survey has shown that the potential is high enough, the exporter would do well to consider missing out the agent stage altogether and setting up on his own local sales organization right from the start.

Where agents have been appointed in the past it might be worth considering the advisability of combining with a sales organization set up in Germany. To begin with this need only consist of perhaps one man, not necessarily a salesman. His main initial task would be to visit and closely supervise the German regional agents; his presence would be psychologically valuable in making the agents realize that the British firm is serious in its efforts to widen its share of the market and is prepared to back its agents. An alternative to this which offers some advantages, is to co-operate with a German company in the same field of business but who are not direct competitors. This involves the use of both of the firms concerned of the other's sales organization. It may also include manufacturing under licence, the exchange of know-how, and, possibly, the exchange of shares.

Germany is by no means an easy market and the things that offer difficulty are perhaps accentuated when selling in Baden-Württemberg. By tradition and history the *Land* has many links with Switzerland and France, her neighbours to the south and west, but very few links, either historical or psychological, with the United Kingdom. Thus it is much rarer to find a businessman able to read English in Baden-Württemberg than it is in North Germany; and it is therefore even more vital that correspondence with firms in this area and trade literature should be in German, and that measurements should be shown in metric terms even if only as the metric equivalent of a British measurement. Delivery, too, is of vital importance. This is not just a matter of keeping to promised dates (and keeping the customer informed if the dates look like slipping), but also of ensuring that documents are prepared to customers' or agents' specifications and that packing is sufficiently robust to withstand the distance to be covered.

Punctuality in keeping appointments is surprisingly important in the eyes of the Baden-Württemberg businessman, who construes any lapses in this direction as evidence that the would-be visitor is not really interested either in the appointment or in selling his goods. Not only must the overseas visitor appear to take a great deal of interest in the person upon whom he is calling, he must also make a conscious display of effort to win an order. Even if unsuccessful, a visible display of confidence in his firm's products will certainly have impressed the Baden-Württemberg businessman and may well lead to successful business in the future.

Once the first steps into the market have been taken, the impetus must be kept going. The German buyer is accustomed to the 'hard-sell'. He expects his suppliers to be aggressive and unless products and services are continually brought to his notice he will tend to forget them in the clamour of other offers. It is therefore important that letters from German companies be answered quickly, even if an interim reply is all that can be sent at first. The British exporter should plan frequent visits to his agent and should be prepared to call on important customers whenever the agent thinks this is necessary. In the case of products where service facilities are important, arrangements should be made for spares to be available with the least possible delay.

Summing up

To sum up. There is no doubt that Baden-Württemberg offers a valuable and growing market for sophisticated capital and consumer goods. It enjoys a remarkably free economy and, apart from the advantages enjoyed by members of the EEC, all supplier countries start off on the same footing. Competition is fierce, and buyers can afford to be both demanding and critical. They are used to being the target of aggressive salesmanship and anything less is unlikely to be successful. The method by which the market is entered depends to a very large extent on the size of the potential demand for the goods involved. A preliminary market survey is therefore of very great importance. Once the sales strategy has been decided upon it is vital that an all-out effort be made. The inhabitants of Baden-Württemberg are cautious and they do not appreciate the virtues of under-statement. They are quick to notice any apparent half-heartedness in a company's praise of its own products, and will tend to believe that if the manufacturer does not claim that his products are the best there must be something wrong with them. Enthusiasm is therefore an essential factor. The results are unlikely to be immediate and spectacular, but once established and known this market can be rewarding and profitable.

If you make something you think you can sell here, why not give it a try? We cannot guarantee you success; but if you go about it in the right way, the chances may well turn out to be better than you expect.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), *Board of Trade, 1 Victoria Street, London, S.W.1.*

President speaks of continuing progress of UK export trade

IN NEARLY 200 years Britain has only had a surplus on visible trade in seven years Mr. Roy Mason, President of the Board of Trade, said at Rotherham last week.

Addressing the Rotherham Junior Chamber of Commerce on February 20, Mr. Roy Mason, said that although in Britain we have about 2 per cent of the world's population, we import about 12 per cent of all the raw materials entering international trade. To pay them we export 10 per cent of all the world's exports of manufactures.

'There are good reasons for depending on trade,' said Mr. Mason. The more technology advanced the more essential it became to operate on a big scale, to spread research, development and capital costs over a large output. The smaller the country the more inevitable it was that modern production methods meant trade. In Britain exports were 15 per cent of the national income. In the United States they were only 4 per cent, but in the Netherlands the figure was more than twice our own. As industrial processes became more and more complex it seemed probable that production would be on ever increasing scales, and that trade would become still more important than it was today.

The President continued:

'But if trade has long been vital to our country, trade deficits are nothing new either. That may surprise you. But it is nearly two hundred years since the French Revolution, and in all that time we have had a deficit on our visible trade in all but seven years. Even in the 'good old days' when Queen Victoria ruled the Empire, when our industries were the biggest, best and most modern in the world, we almost always had a deficit. In those days it was seldom a cause for worry. We could laugh it off. We had other large earnings from overseas like the invisible earnings of our merchant fleet for example. And the profits from overseas investments also helped balance the books. So much so that in 1913 income fom our overseas investments paid for nearly one third of all our imports.

Formidable progress

'But today we have to depend more on our own efforts – on our own hard work. And it is therefore all the more gratifying to record that we have reached a position where we are well and truly in the black – not with a consumer-led boom, but through solidly based export-growth.

'We are earning a surplus big enough to be able to pay off the debts of the past. In fact repayments were substantial last year, but particularly large in January. Truly the progress of the last two years has been formidable.

'Exports have grown by 40 per cent. Last year alone they grew by 14 per cent to reach £7,000 million, £20 million for every day of the year. Imports have meanwhile grown only slowly, with the result that in the second half of 1969 we had a true surplus on our visible trade. Invisible earnings too have been booming – bringing in another £11 million a day. The overall surplus on invisible has trebled in the past three years – another notable achievement of which we can all be proud.

'As you know in the Budget last year the Chancellor set a target of an overall surplus in the balance of payments of £300 million by the time he gave the next Budget speech. In the first half of the year alone we clocked up a surplus of £286 million. And all the signs are that we have been keeping up the progress, that we shall not only meet, but beat comfortably the target.

'So the present position then is very healthy. But how confident can we be of this happy state of affairs continuing? What are our prospects at the start of the 1970's?'

Prospects for 1970s

Looking forward, the President said that one reason why imports in 1969 grew slowly was the low rate of stockbuilding by industry. Stocks would have to be made up which was bound to boost the import bill. Other items had an impact, including easing the £50 travel allowance. Our capital account was also unusually favourable, and that was not likely to continue. World trading conditions were also very favourable for our exports.

'The level of our exports depends on two things – the level of world trade as a whole, and the share that we get in that trade. And our share depends on our competitiveness compared with other countries,' said the President.

'In the past two years our exports benefited from a very rapid growth in world trade as a whole. Last year it grew by some 18 per cent. But this year it may grow only much less, chiefly because the American economy seems certain to grow much less rapidly. So the total demand for the world's exports will also grow less rapidly. Well what about our share?

'You don't need me to tell you how competitive the world economy is; how easy it is to lose a customer here, a customer there. If our export growth is to continue we must not allow our costs to rise faster than those of our competitors. It is as simple as that – simple to say if not to achieve. But the cost most likely to get out of control is wage cost. To some extent wage increases can be offset by raising productivity. And we have done particularly well in this respect during 1969.

'But there are definite limits to the speed that productivity can be raised. So we must continue to see that wage increases do not inflate costs so rapidly that they weaken our competitiveness. If that happens we shall lose our share of the trade that is going. Let us all heed that fact.

'Of course this is a danger we must keep in perspective. We keep hearing about enormous pay claims, and about a price explosion. It is true that prices did rise faster last year than usual. But how much faster? Last year the rise was about 5½ per cent, the year before it was 4½ per cent, the average in the last six years is 4 per cent. So let us not get too carried away by talk of 'explosions'. It is dangerous, heady stuff.

'The fact is that for the first time in many years we are taking advantage of our own efforts. Of our own hard work. But we could, so very easily, throw it all away. We all want a better standard of living, a better, fairer way of life, a better world in which our children can grow up. We want less emphasis on strikes and walk-outs, on massive wage claims, on soaring prices – of these "explosions", we read about. We want more attention on a nation-wide drive to cash in on the tremendous advantages and opportunities we at present possess. On the efforts of our successful exporters; on the drive of our directors; on the will – and work – of our people.'

ISRAELI VISITOR TO BRITAIN

Dr. Ben-Gera (centre), director of the Department of Food Technology of the Volcanii Institute, Israel, and head of a pototo processing plant mission to Britain, is shown here with Mr. Alec Chessman, recently appointed production and sales director of Infradex Processed Foods Ltd., examining the company's precooked frozen chipped potatoes. Great interest was shown in the versatility of their £180,000 plant at Hoddesdon. The mission was organized by the British National Export Council and included visits to Bluecap Foods, Pellew Harvey, Findus, Meredith & Drew and Marks and Spencer.

Senor Jose Maria Dagnino Pastore (left), Argentine Minister for Economic Affairs, is seen talking to Sir Anthony Percival, Secretary of the Board of Trade's Export Credits Guarantee Department, when he called at the Board of Trade for talks. *(See also Parliamentary Answers on page 587).*

ECGD backs contract for extension to Skopje ironworks

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a contract for the supply of six cold rolled process lines annealing furnaces, a roll forming line and roll grinders for an extension to the existing ironworks at Skopje, Yugoslavia.

The contact, signed on December 18, 1969 and worth £7.5 million, is between Wean Ltd. of Croydon and Rudnici. i. Zelezarnica of Skopje. Delivery of the equipment will be over a period of 23 months from date of contract, and the plant is expected to be commissioned in June 1972.

The loan, of £6.375 million, is being made available by Lazard Brothers & Co. Ltd., acting on behalf of a syndicate of banks comprising Barclays Bank Ltd., Lloyds Bank Ltd., Midland Bank Ltd., National Westminster Bank Ltd., Royal Bank of Scotland Ltd. and Williams Deacon's Bank Ltd., and is repayable over a period of 12½ years from date of contract.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

EFTA Drawback (Amendment) Regulations 1970

THE EFTA DRAWBACK (Amendment) Regulations 1970, published on February 27, 1970 (SI 1970 No. 265) amend the EFTA (Drawback) Regulations 1966.

The 1966 Regulations generally debar goods of EFTA origin from EFTA tariff treatment on importation into the United Kingdom if they have been the subject of a claim for drawback or equivalent relief on exportation from the EFTA country in which they underwent their last process of production.

To take account of the accession of Iceland to EFTA with effect from March 1, 1970, these amending Regulations modify certain exceptions provided for in the 1966 Regulations so as to afford an entitlement to EFTA tariff treatment for Icelandic goods –

(a) where drawback was claimed on goods exported from Iceland before March 1, 1970 to another EFTA country (other than the United Kingdom) and the goods are subsequently re-exported to the United Kingdom after that date without being further processed in that other country, and

(b) where goods are consigned from Iceland to the United Kingdom before March 1, 1970 and cleared through the United Kingdom Customs before April 30, 1970.

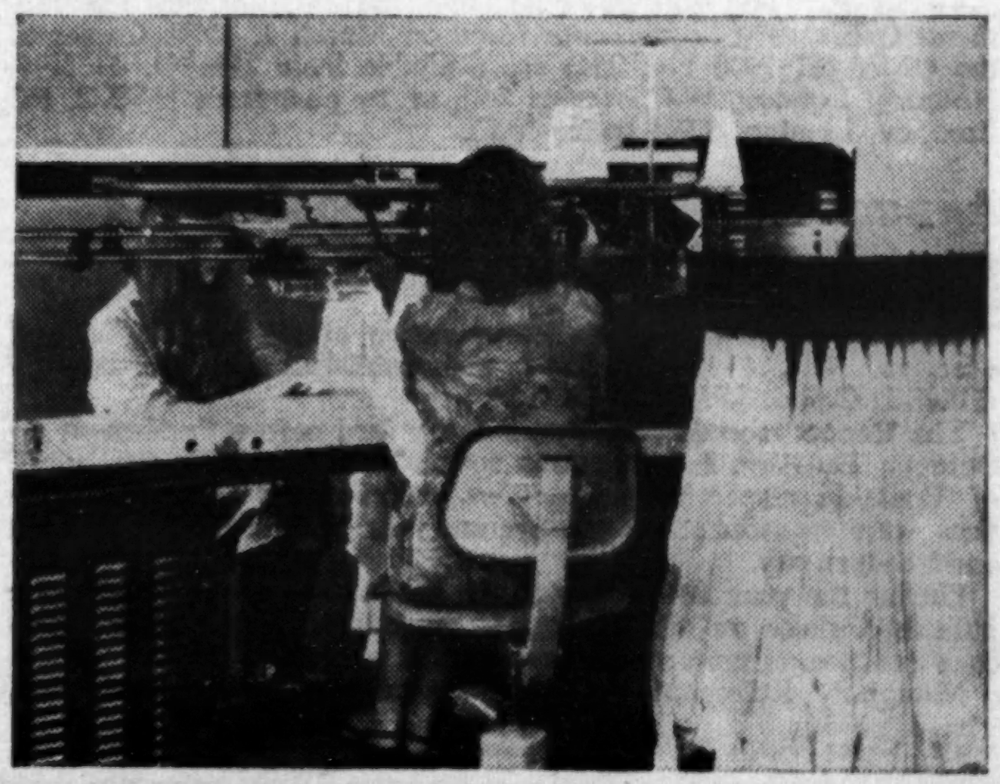
The new amending Regulations replace both the existing sets of amending Regulations.

Copies of the EFTA Drawback (Amendment) Regulations 1970 can be obtained price 6d. from HMSO, 49 High Holborn, London, W.C.1, and branches or by post price 10d. from HMSO, PO Box 569, London, S.E.1.

Decimal Currency Board's inquiry into future of the sixpence

ON FEBRUARY 23 the Secretary of the Decimal Currency Board wrote to 250 trade organizations, consumer interests, and other representative organizations, as well as to banks and large cash handling concerns, seeking their views, in connection with the re-appraisal of the future of the sixpence which is being undertaken by the Board at the request of the Government.

To enable the Board's report to be submitted to the Government by Easter, they have asked the associations for any representations to reach them not later than March 12. The Board's address is 27 Northumberland Avenue, London, W.C.2 (Tel. 01-839 6071).



A new machine, said to be capable of replacing at least four sewing machines at present used in the make-up of fully-fashioned knitwear, has been developed by Detexomat Ltd., the High Wycombe firm of automated machine specialists. Inquiries have been received from agents in France, Germany, Austria, Norway and the United States. An advance order for these new machines has been received from South Africa and potential export sales are expected to be in excess of £5 million.

Imports of fresh potatoes

IMPORTERS ARE ADVISED that the entry relating to fresh potatoes in Schedule 1 to the Open General Import Licence has been further defined by Amendment No. 15, which came into operation on March 2, 1970.

The amendment clarifies the existing position by referring specifically to chilled potatoes and fresh or chilled potatoes which have been peeled or cut.

Copies of the amendment may be obtained from HMSO, 49 High Holborn, London, W.C1, price 4d., or by post price 8d. from HMSO, PO Box 569, London, S.E.1.

The Import Duties (Temporary Exemptions) (No. 1) Order, 1970

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 1) Order , 1970 (SI 1970 No. 269).

The Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty both until January 1, 1971, except for items for which an earlier day is specified.

The Order comes into operation on March 5, 1970, and has been published as Statutory Instrument 1970 No. 269.

Copies of the Order, price 1s., are obtainable direct from HMSO, 49 High Holborn. London, W.C.1, or by post 1s. 4d., from HMSO, PO Box 569, London, S.E.1.

Revocation of anti-dumping duties on Portuguese files and rasps

THE BOARD OF TRADE made an Order imposing anti-dumping duties from January 3, 1969 on imports of files and rasps originating in Portugal or in Australia (The Anti-Dumping Duty (No. 2) Order 1968 dated December 30, 1968). The duties on Portuguese files and rasps were suspended for a period of six months ending February 28, 1970 (by the Anti-Dumping Duty (Temporary Suspension) Order 1969 dated August 25, 1969) after the Portuguese exporters had so revised their domestic and export prices as to eliminate the dumping.

The Board have since reviewed the situation in detail and are satisfied that the dumping by the Portuguese exporters has been eliminated; the Board have accordingly made an Order revoking the anti-dumping duties on files and rasps originating in Portugal.

This order – The Anti-Dumping Duty (No. 2) Order 1968 (Amendment) Order 1970 – comes into force on March 1, 1970. Copies of the Order (SI 1970 No. 256) are available from HMSO, 49 High Holborn, London, W.C.1 (price 6d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 10d.).

Annual Report of the Monopolies and Mergers Acts 1948 and 1965

THE 21ST ANNUAL REPORT on the operation of the Monopolies and Mergers Acts, 1948 and 1965 was published on February 27 (HMSO, Cmnd. 159, price 2s. 6d.).

The Report records that, by an Order laid before Parliament on October 29, 1969, the functions formerly exercised by the Board of Trade in respect of monopolies, mergers and restrictive practices were transferred to the Secretary of State for Employment and Productivity.

During the year, six reports of the Monopolies Commission were published, three on monopoly references, one on a general reference and two on merger references. These were:

Monopoly References: Certain services by estate agents, beer, rods for cigarette filter tips.

General Reference: The practice of recommending resale prices.

Merger References: Unilever Ltd. and Allied Breweries Ltd. The Rank Organisation Ltd., and the De La Rue Company Ltd.

At the end of 1969 the Commission had before them four monopoly references (on the supply of metal containers, the supply of fire insurance, the supply of asbestos and certain asbestos products and the supply of starch and glucose) and general references on professional services and refusal to supply. The Commission's Report on the transfer of six Scottish weekly newspapers to George Outram and Company Ltd., was submitted to the DEP at the end of last year and published in January.

During the year the Board of Trade and the Department of Employment and Productivity examined some 110 mergers or proposed mergers. Reference was made in four cases, one of which was an 'automatic' reference of a newspaper merger and one of which (Marley Ltd. and Redland Ltd.) was abandoned for commercial reasons.

The Report also refers to publication during the year by the Board of Trade of a guide to practices in administering powers in relation to mergers and the departmental action taken on the Commission's published monopoly reports.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country of the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 18.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Referenee
29.22	*NN'*-Di-(1, 4-dimethyl-pentyl) - *p*)- phenylene-diamine	As in previous column	December 31, 1970	10982
29.25	Paracetamol	As in previous column	December 31, 1970	13395
29.35	2-Aminothiazole	As in previous column	December 31. 1970	13397
68.13	Asbestos paper, rubber impregnated, in rolls, being not less than 0·55 millimetre and not more than 0·65 millimetre in thickness, weighing not less than 0·55 kilogramme and not more than 0·65 kilogramme per square metre, and which, when heated to a temperature of 1,000° centigrade, has a loss in weight of not less than 24% and not more than 28%.	Latex saturated felt	December 31. 1970	10254

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Purchase tax on drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act 1963 entitled the Purchase Tax (No. 1) Direction 1970 which temporarily exempts further essential drugs and medicines from tax. The effect of this Direction, which is operative from February 26, is to make the following additions and extension to the entries contained in the Schedule of the Purchase Tax (No. 2) Order 1968:-

The additions

To Head II of the Schedule

Amiloride hydrochloride;
Dibenzepin hydrochloride;
4'-Fluoro-4-(4-pyrid-2-yl)piperazin-1-ylbutyrophenone;
Ibuprofen;
Pralidoxime, and salts thereof;
Xylazine, prepared for veterinary use;

To Head III of the Schedule

Trimethoprim;

The extension

In Head III the entry relating to 'Phanquone' is amended as follows: 'Phanquone, whether or not mixed with clioquinol.'

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separtely notified. Tel. 01-626 1515, Ext. 2034 (Trade).

Seven agreements not being investigated under Restrictive Trade Practices Act

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has given directions to the Registrar of Restrictive Trading Agreements under Section 9 (2) of the Restrictive Trade Practices Act, 1968, discharging him from his obligation to take proceedings in the Restrictive Practices Court in ralation to the seven agreements listed below.

Section 9 (2) of the Restrictive Trade Practices Act, 1968, provides that the Secretary of State may, upon representations from the Registrar, give such directions in respect of agreements where the relevant restrictions are 'not of such significance' as to call for investigation by the Court.

Number on the Register	Parties
804	The London Wholesale Millinery Manufacturers' Association.
1,486	The Central Electricity Generating Board and four Members of the Water Tube Boilermakers' Association.
3,041	The Metal Roof Deck Association.
3,049	The National Association of Pharmaceutical Distributors.
3,115	The Metal Market and Exchange Company Limited.
3,121	The Central Electricity Generating Board, the South of Scotland Electricity Board and four Members of the Water Tube Boilermakers' Association.
3,273	Pirelli General Cable Works Limited and Enfield Standard Power Cables Limited.

Notes:

Section 9 of the 1968 Act allows the Secretary of State to free agreements on the public Register from examination by the Restrictive Practices Court. The new procedure is rather less cumbersome than that under Section 12 of the 1956 Act and a rather wider area of agreements is covered by it.

The previous provision applied only to agreements of 'no substantial economic significance'; the new provision allows agreements to be freed from investigation by the Court if the restrictions in them are 'not of such significance as to call for investigation by the Restrictive Practices Court'.

The practical importance of this use of the new power is that it shows that any future registration of an agreement does not lead inevitably to examination of the agreement by the Court; industry can, therefore, be less hesitant about making and registering agreements in such circumstances.

This is the first use of Section 9 since the functions under the Restrictive Trade Practices Act, 1956 and 1968, were transferred to the Department of Employment and Productivity from the Board of Trade on October 30, 1969. The Board of Trade issued directions under Section 9 in respect of 51 agreements. Such agreements are available for inspection in the Public Room at the Office of the Registrar of Restrtictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2.

Firms or associations proposing to enter into a registrable agreement or make a registrable recommendation may approach the Registrar informally for a prior indication of the likelihood of it being eventually the subject of a direction under Section 9 (2).

How clear an indication can be given in any particular case must depend on all the circumstances including the degree of restriction of competition which is contemplated and the extent to which a full explanation can be made of what is envisaged. But short of a binding promise, which cannot be given, the Registrar will be as helpful as he can.

Proposed Burmah/Laporte merger referred to Monopolies Commission

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has referred the proposed acquisition by Burmah Oil Company Limited of Laporte Industries (Holdings) Limited to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act, 1965. Arrangements are being made for the proposed acquisition to be held in abeyance during the period of the investigation. The Commission are being required to make their report within four months.

The decision to make a reference to the Commission does not in any way prejudge the question whether or not a merger is contrary to the public interest. It is for the Commission to report on this after investigation.

Notes

The Monopolies and Mergers Act 1965 empowers the Monopolies Commission to investigate proposed or actual mergers following a reference by the Department of Employment and Productivity. The Commission are required to investigate and report to the Department whether the merger operates or may be expected to operate against the public interest. The powers in respect of mergers were transferred to the Department of Employment and Productivity from the Board of Trade under the Transfer of Functions (Monopolies, Mergers and Restrictive Trade Practices) Order 1969.

Section 6 of the Act enables the DEP to refer a merger which either creates or intensifies a 'monopoly' or involves the taking over of a company which has gross assets valued in excess of £5 million.

The Burmah/Laporte merger has been referred under the latter criterion of the Act.

Proposed Reed/IPC merger

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Department of Employment and Productivity announce that on the information at present before them it is not their intention to refer the merger proposed between the Reed Group Limited (Reed) and the International Publishing Corporation Limited (IPC) to the Monopolies Commission under the provisions of that Act.

Before reaching this decision the Department sought and received from the Reed Group undertakings as follows:

1. Reed undertake to preserve the separate identity of IPC and to ensure complete editorial freedom for its newspapers.
2. Reed undertake not to dispose of the copyrights in Law Reports held by Butterworth & Co. without the permission of the Government.
3. In its purchases of newsprint, IPC would continue to be guided by commercial considerations. In particular, it would not discriminate in favour of Reed against other suppliers.

Employment and Productivity Gazette

THE FEBRUARY issue of the *Employment and Productivity Gazette* was published on February 26. Main articles include Employment and the Race Relations Act, 1968; Training adults for office work; and Earnings and hours for October 1969.

Consideration of mergers by the DEP

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has announced that on the information at present before her it is not intended to refer the following proposed mergers to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965.

1. Proposed acquisition by Bowthorpe holdings Limited of Falks Limited.
2. Proposed acquisition by Standard Telephone and Cables Limited of the submarine cable interests of General Electric – English Electric Companies Limited.
3. Proposed share exchange between BICC Limited and General Cable Corporation (USA).

Petroleum ITB scope redefined

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, laid before Parliament on February 23 an Order (SI 1970 No. 205, HMSO, price 1s. 3d. net) under the Industrial Training Act 1964 amending the scope of the Petroleum Industry Training Board. The Order comes into operation today (March 4).

The main purpose of the revised Order is to bring within the scope of the Board: the production or blending of solid lubricants; the collection or recovery of waste petroleum products; the public warehousing of petroleum or petroleum products.

New company occupies Washington factory

THE WASHINGTON Development Corporation has announced that a new company, Burnett and Jackson Limited has taken a 13,000 sq. ft. factory on the Crowther Industrial Estate at Washington New Town. The company will use its Washington premises for the manufacture and distribution of automotive components for the spares and replacement markets and plan to export 80 per cent to 90 per cent of their output.

By the end of 1970, at least 40 people will be employed and numbers will be doubled within three to four years.

New ICI project for Ulster

ICI FIBRES has announced plans for a £5 million extension to its plant at Kilroot, Co. Antrim, in a full-scale operation to acquire for Terylene a substantial share of the market for tyre cord yarn in Western Europe and the United Kingdom. The Northern Ireland project involves the introduction of an entirely new process – the transformation of raw materials into Terylene in one operation instead of several stages. Work on the extension, which will boost annual Terylene yarn production at Kilroot by a further 12 million lbs., is expected to start in the latter part of this year.

The new facilities, in conjunction with a current £12 million expansion programme now nearing completion, will increase the labour force at Kilroot to 2,400 by the end of 1971. The Kilroot plant, which was established in 1962, will have a total annual capacity of almost 100 million lbs., making it the largest polyester filament yarn plant in Europe.

BNEC launch Summer International Marketing Course in Stuttgart

MR. PETER TENNANT, director general of the British National Export Council, on February 12 announced a Summer International Marketing Course in Stuttgart from June 1 to 20. He said: 'The course is designed and tailored to meet the needs of British firms in the capital and components industries. It is intended to include a number of representatives from consumer and service industries, as well as some German nationals employed by British firms.'

A panel of selectors has been formed by BNEC to make the final choice of course members, and the selection panel will look for the ability of the applicant to influence and improve the marketing approach of his own company. The age limits are approximately 30-45 and it is expected that course members will be of director status or potential, in senior policy making positions in general management, marketing or sales management. At least a working knowledge of the German language will be desirable.

The course will be based on the Stuttgarter Industrie-und-Handelskammer, Jagerstrasse 30 from June 1 to 20, 1970.

The cost of the three-week course including return travel by air from London, accommodation, meals (excluding extras), local transportation and tuition course material, will be £350 per person. This figure has been reached after application of special terms agreed by the Board of Trade under which 50 per cent of the internal and international travel cost and an allowance of £4 12s. 6d. per day towards subsistence is provided from BNEC funds. Course members are also recommended to make contact with the appropriate Industry Training Board, who may be empowered to assist with the cost of the course.

The course has the full support of the Board of Trade, Stuttgarter Industrie-und-Handelskammer, the British Embassy in Bonn, the British Consulate General in Stuttgart and the British Trade Council in Germany.

Seminar to boost Britain's trade with Nigeria

BNEC AFRICA Committee is staging a seminar to discuss the future potential of Nigeria on April 9 at the Royal Lancaster Hotel in London.

Mr. Jack Davies, BNEC Africa Executive Secretary, says: 'Nigeria is potentially the richest country in tropical Africa, earning considerable revenue from oil'.

Apart from oil, Nigeria has a well diversified economy and exports large quantities of vegetable oil and oilseeds, cocoa, timber, tin, hides and skins, rubber and cotton. It has a faster growth potential than any other tropical African nation.

The seminar is being organized to give British industry an opportunity to gain greater insight into this market. The speakers include the Nigerian High Commissioner in London, Brigadier B. O. Ogundipe, and Mr. George Hannah, a member of BNEC Africa and managing director of Pegson Ltd., who recently led a trade mission to the country. Subjects covered by other speakers will include: Oil developments, marketing in Nigeria, investment, local manufacture and joint venture schemes.

The chairman of the seminar will be Mr. E. C. Judd, chairman of BNEC Africa and deputy chairman and joint managing director of the United Africa Company.

Tickets for the seminar are available. at £5 each, from: The Conference Secretary, BNEC Africa, 6-14 Dean Farrar Street, London, S.W.1.

Metric revision for acetic anhydride Standard

THE BRITISH Standards Institution has recently published a metric revision of the British Standard on acetic anhydride for industrial purposes. BS 2068: 1970 acetic anhydride, is one of a series of standards for solvents and allied products.

This standard was first issued in 1953. In the present revision closer limits for ash, chloride, sulphates and anhydride content are specified. The requirements in respect of distillation range have also been made more stringent, and now specify initial boiling point and dry point. A limit for colour has been included. The methods of test specified for distillation range and ash are based on those in ISO Recommendation R 754. acetic anhydride for industrial use. *Methods of test.*

In the limit tests for inorganic chlorides and sulphates the mass of sample taken is less than in the ISO method, because of the difficulty in dissolving a large mass of sample, and the whole of the test portion is used for the turbidimetric method. In the method for determination of anhydride content, cyclohexane is used as solvent in place of benzene which is used in the ISO method, and the quantities of methanol used have been adjusted.

Copies of BS 2068: 1970, may be obtained from the BSI Sales Branch at 101-113 Pentonville Road, London, N.1. Price 8s. each (10s. including postage to non-subscribers).

First meeting of Royal Commission on enviromental pollution

'WE CANNOT OPPOSE modern technology; we certainly must not oppose economic growth. But we can oppose the inert, mindless and sometimes quite unnecessary destruction of our way of life in both town and country,' said Mr. Anthony Crosland, Secretary of State for Local Government and Regional Planning, in his opening remarks at the first meeting of the Royal Commission on Environmental Pollution on February 25. Mr. Crosland continued:

'In these matters, we have considerable achievements to our credit. But we can and we must do better in the future. This means solving difficult problems of science and technology; it means learning from our past mistakes; it means settling our priorities for action in research and expenditure. Above all, it means being on the alert against the new problems just over the horizon so that they do not catch us unawares.'

The Royal Commission on Environmental Pollution's first meeting was to discuss its future programme of work and make arrangements for further meetings. Correspondence should be addressed to the Commission's Secretary, Miss D. M. Wilde, Great George Street, London, S.W.1 (Tel. 01-930 3324).

Noise Advisory Council established

MR. ANTHONY CROSLAND, Secretary of State for Local Government and Regional Planning, announced in a written reply in the House of Commons on February 24, that, in accordance with the Prime Minister's announcement of December 11, 1969, he had established an Advisory Council on Noise.

The Council will have the following terms of reference:

'To keep under review the progress made generally in preventing and abating the generation of noise, to make recommendations to Ministers with responsibility in this field and to advise on such matters as they may refer to the Council.'

Mr. Crosland said that he, or another Minister, would take the chair at meetings of the Council, which will have within its ambit all aspects of noise prevention and abatement within the limits set by security considerations in the defence field.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-matter
	January 30, 1970	
923,393	The Dow Chemical Company	Anti-fogging polystyrene films and methods for producing them.
940,204	Regie Nationale des Usines Renault	Automatic governors of infintely variable-speed drives.
944,199	Henry Hargrave	Beam compasses fitted with a visible centre point.
956,759	Regie Nationale des Usines Renault	Improvements in double-action double-disc clutches on agricultural tractors.
966,114	Regie Nationale des Usines Renault	Automatic governors of infintely variable-speed drives for vehicle transmission.
977,027	Regie Nationale des Usines Renault	Hydrodynamic torque transmitters.
979,233	Regie Nationale des Usines Renault	Window winding handles, notably for automobiles.
979,420	George Ernest Dunning	Electrical perpetual calendar.
987,986	Regie Nationale des Usines Renault	Variable-output hydraulic machines for transmission of rotary movement.
988,705	Ishikawajima-Harima Jakogyo Kabushiki Kaisha	Steel for high temperature cementation.
1,014,158	The Dow Chemical Company	Thermal stable resins and products produced therewith.
1,018,937	The Dow Chemical Company	Forming *in situ* underground pipes of synthetic organic polymers.
1,022,986	George Ernest Dunning	Perpetual calendars.
1,053,548	The British United Shoe Machinery Co. Ltd.	Presses suitable for use in performing cutting operations on sheet materials.
1,113,977	George Ernest Dunning	Electric perpetual calendar.
1,146,054	Regie Nationale des Usines Renault	Improved latch device for a hinged vehicle body part.
	February 2, 1970	
1,072,631	Benjamin George Bowden	An improved bicycle.
	February 3, 1970	
918,022	Societe Alsacienne de Construction Mecaniques	A system for automatically correcting for the Doppler effect in a sound detection system.
957,154	Creed & Company Limited	Improvements in apparatus for reading information from information-bearing media.
1,002,711	Standard Telephones & Cables Ltd.	An electrical display arrangement.
1,013,465	Standard Telephones & Cables Ltd.	Semiconductor devices.
1,021,347	Standard Telephones & Cables Ltd.	Audio actuated switches.
1,022,885	Standard Telephones & Cables Ltd.	Improvements to data registering and processing systems.
1,040,064	Glaenzer Societe Anonyme	Torque converter.
1,043,573	Standard Telephones & Cables Ltd.	Key for operating electrical contact spring sets.
1,043,572	Metzeler AG	Improvement in release agents for spongy plastic moulded products.
1,066,043	Standard Telephones & Cables Ltd.	Magnet arrangement for travelling wave tubes.
1,085,991	Etablissements Geroud & Cie	Automatic lighter mechanism.
1,135,285	Glaverbel	Method and apparatus for feeding a tank furnace.
1,141,153	Glaverbel	Liquid level measuring system.
	February 9, 1970	
821,516	Alfred Sheldon	Pictures of designs composed of juxtaposed separate shaped portions – on improved apparatus relating to the marking out, testing, assembly and display thereof.
904,097	GAF Corporation	Light sensitive photographic materials.
971,481	Standard Telephones & Cables Ltd.	Waveguide joint.
981,214	The Ralphs Engineering Company Limited	Improvements in apparatus for performing operations on shoe components.
991,263	Standard Telephones & Cables Ltd.	Semiconductor devices.
997,978	Standard Telephones & Cables Ltd.	Amplifier regulation.
1,012,765	Standard Telephones & Cables Ltd.	Apparatus for the analysis of waveforms.
1,042,284	Standard Telephones & Cables Ltd.	Electromechanical vibratory devices.
1,048,466	Standard Telephones & Cables Ltd.	Sense line capacitive balancing in word-organized memory arrays.
1,055,371	Standard Telephones & Cables Ltd.	Apparatus for the recognition of speech.
1,058,165	Standard Telephones & Cables Ltd.	Radiation detection system.
1,081,720	Standard Telephones & Cables Ltd.	Speech recognition apparatus.
1,108,683	Standard Telephones & Cables Ltd.	A touch contact keyboard encoder for digital systems.
	February 13, 1970	
950,579	Standard Telephones & Cables Ltd.	Switching equipment such as used in telecommunication exchanges.
962,618	Standard Telephones & Cables Ltd.	Circuit for controlling a ferrite-core storage arrangement
1,031,819	Standard Telephones & Cables Ltd.	Apparatus for aligning two anvils.
1,066,146	Standard Telephones & Cables Ltd.	Rectifier assembly method.
1,071,171	Standard Telephones & Cables Ltd.	Radio communication system.
1,072,812	Gevaert-Agfa NV	Manufacture of polyesters.
1,073,501	Gevaert-Agfa NV	Manufacture of polymers.
1,079,376	Gevaert-Agfa NV	Manufacture of polyesters.
1,079,377	Gevaert-Agfa NV	Manufacture of polyesters.
1,148,853	Societe des Forges et Ateliers du Creusot	Anti-collision facility.
	February 16, 1970	
847,500	Societe Bertin & Cie	Improvements in piping systems or channels for the passage of fluids.
877,766	Societe Bertin & Cie	Improvements in jet augmenters.
957,299	Hildesheimer Maschinenfabrik Behrens & Co. GmbH	Apparatus for volumetrically dosing and uniformly spreading poorly flowing or non-flowing loose material such as wood shavings or the like.
980,526	Commissariat a L'Energie Atomique	Improvements in metal strips or sheets and their method of manufacture.
1,046,102	Commissariat a L'Energie Atomique	Methods and devices for generating electrical energy from an ionized gaseous stream having a pressure gradient.
1,046,619	Nobel-Bozel	Explosive with high speed of detonation.
1,048,627	Nobel-Bozel	Improved safety method and safety apparatus applicable to exploders.
1,048,835	Nobel-Bozel	Addition products of acrylamide with glycol-mono-ureine.
1,110,685	Industrial Holding Establishment	Projectile fuse.
1,110,686	Industrial Holding Establishment	Projectile fuse.
1,150,070	Societe des Forges et Ateliers du Creusot	An installation comprising a cradle for supplying ingots to a rolling mill.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

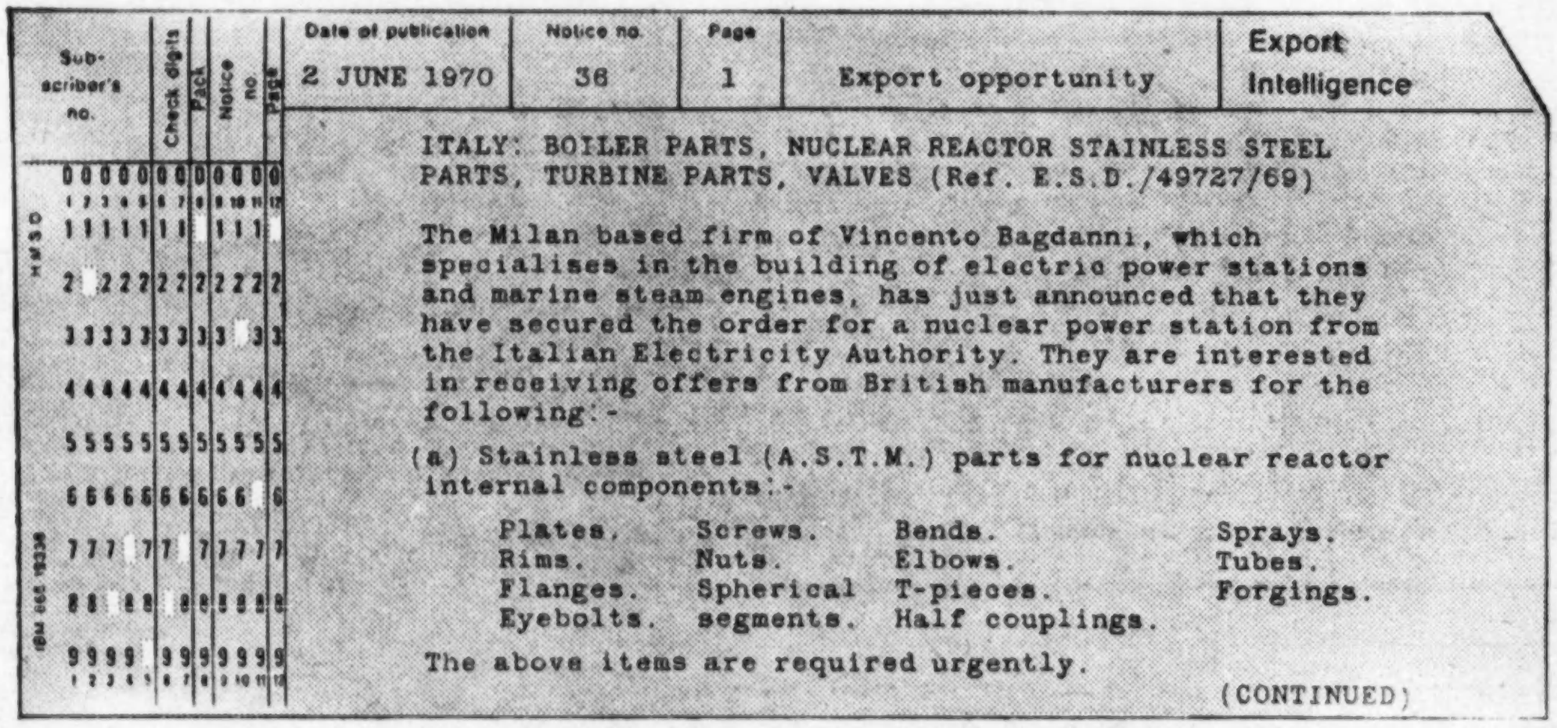
E. ARMITAGE,
Comptroller.

The Patent Office.

INDEX INQUIRIES

Inquiries concerning the insertion of advertisements in the Board *made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who Inquiries about the detailed contents of the* JOURNAL (*dates on which particular articles, etc., were published*) *should for convenience be compile the half-yearly index to the* Journal.

The Board of Trade's new Computerised Export Intelligence starts June 2nd



Sub-scriber's no.	Check digits	Pack	Notice no.	Page	Date of publication	Notice no.	Page		Export Intelligence
					2 JUNE 1970	36	1	Export opportunity	

ITALY: BOILER PARTS, NUCLEAR REACTOR STAINLESS STEEL PARTS, TURBINE PARTS, VALVES (Ref. E.S.D./49727/69)

The Milan based firm of Vincento Bagdanni, which specialises in the building of electric power stations and marine steam engines, has just announced that they have secured the order for a nuclear power station from the Italian Electricity Authority. They are interested in receiving offers from British manufacturers for the following:-

(a) Stainless steel (A.S.T.M.) parts for nuclear reactor internal components:-

Plates.	Screws.	Bends.	Sprays.
Rims.	Nuts.	Elbows.	Tubes.
Flanges.	Spherical segments.	T-pieces.	Forgings.
Eyebolts.		Half couplings.	

The above items are required urgently.

(CONTINUED)

Specimen information card used by Export Intelligence to give Export Directors the information they need for quick action.

The Board of Trade now transmits Overseas Market Intelligence to thousands of British companies through the daily Export Service Bulletin.

On June 2nd we are transferring to a computer.

Computerised Export Intelligence is tailored for *you*—the individual subscriber—and designed to save your time. It will supply details of export opportunities matched to *your* products, *your* markets and the intelligence *you* specify. The information will reach you within 48 hours of receipt by the Board of Trade—in cases of urgency it will be sent to you by 'phone or telex.

1. What information will be provided?

A daily range of hard news of specific export enquiries.

Changes in tariff and import regulations. Dates of visits by overseas buyers. Other export intelligence – tailored to the needs of individual companies.

Quarterly economic and trading reports covering 100 countries.

Advance information about special promotions planned with Board of Trade backing.

2. Where will the information come from?

From 220 British Embassies, High Commissions and Consulates throughout the world. Last year they reported 30,000 items of export intelligence. In 1971 we expect this figure to reach 50,000. Much of the information is exclusive. It covers all sectors of British industry.

3. How will it be analysed?

By the Board of Trade's own ICL computer – into nearly 5,000 product categories, 200 geographical categories, and 14 different types of intelligence.

The computer will match all incoming enquiries to registered subscribers' stated needs and individual cards will be printed-out during the night, then posted by first-class mail.

4. What does the computer record?

The computer records the data you give us. You are asked to specify your products, markets and range of information you want – in precise terms. If required, each department of your company can receive its own tailor-made information – direct.

In addition, provision has been made for Project and Services information: for example, architects, banks, consultants, and others, whose interests cut across standard product and market categories. Up-dating

the information you want can be done at any time, and as often as you need.

5. How about the Export Service Bulletin?

On June 1st it will cease publication. Leading British export companies acknowledge that it has been most valuable. But the new Export Intelligence Service will do an even better job.

6. Can I get advice on how to make the most of the service?

Yes – from the Export Intelligence Service at the Board of Trade. Telephone 01-248 9633, Extension 7049. Telex 886143. (Answer back: BOTHILLGATE LDN.) *Or by contacting any of the Board of Trade Offices shown below.*

7. How much will it cost?

The basic cost of the service is £25 a year. For this sum you will receive up to 500 cards on every country/subject for which you have registered, plus much free background information. The computer will bill you for a further £25 either on the anniversary of your joining if you have received fewer than 500 cards, or as soon as you have received 500 cards.

The determination of the Board of Trade to provide an ever more modern series of world-wide services for British Exporters is demonstrated by this new Export Intelligence Service.

IF YOU HAVE NOT ALREADY JOINED, COMPLETE AND POST THE COUPON BELOW TODAY.

H.Q. London: 01-248 9633 Telex: 886143

Belfast (Ministry of Commerce) 34488 Telex 74578 · **Birmingham** 021-643 8221 Telex 33702 **Bristol** 21071 Telex 44214
Cardiff 62151 Telex 49267 · **Glasgow** 041-248 2855 Telex 77583 · **Leeds** 20485 Telex 55472 · **London** (South Eastern Counties) 01-828 4355 Telex 25991
(Eastern Counties) 01-828 6271 Telex 25991 · **Manchester** 061-832 9321 Telex 66104 · **Newcastle** 27575 Telex 53178

I want to profit by the world's most advanced export information service

To: The Director,
Export Intelligence, Board of Trade, Hillgate House,
35 Old Bailey, London, EC4.

I am interested in Computerised Export Intelligence. Please send me full details of your new service.

NAME.....STATUS .....

COMPANY .....

ADDRESS.....

..... C.21

Aviation and Shipping

President's statement on attacks on aircraft

MR. ROY MASON, President of the Board of Trade made the following statement in Parliament on February 25:

'The successive acts of violent interference with civil aviation – hi-jacking, attacks on aircraft on the ground and on ground facilities, and sabotage, in various parts of the world and from different motives, have deepened the gravity of this international problem. The nature of civil aviation makes these essentially international problems, which can only be tackled effectively by concerted international action. HMG have consistently supported and played their full role in such international action.

'The main centre for international action has been the International Civil Aviation Organization. The United Kingdom was one of the first countries to ratify the Tokyo Convention on crimes in aircraft and is seeking adherence to it by other States. The United Kingdom has played a full part in preparing the proposed new draft international convention against hi-jacking, which it is hoped will be put to a full diplomatic conference this year. The United Kingdom supported and has been active in the work of the Committee of ICAO specially set up on unlawful interference with international civil aviation and its facilities. The Swiss Government yesterday asked ICAO to call a conference on the issue of safety, and the United Kingdom member of the ICAO Council has been instructed to give full support to this Swiss proposal, so as to get an urgent meeting of governments in the most useful form.

'An emergency meeting of European civil aviation administrations has also been arranged to begin on March 3, in which the United Kingdom will take part at senior level.

'In this country all practical measures are being taken by the British airlines and airport authorities, in close liaison with the police and Government services concerned, to extend and tighten security safeguards applied to aircraft, passengers, baggage and cargo. Nevertheless, with the volume of movement through the world's airports and on international airlines, there can be no absolute guarantee against violence.

'I explained to the House on Monday the temporary precautions which BOAC and BEA had taken, affecting cargo traffic, while they took stock of the security situation. This was a matter of their primary responsibility for the safety of their passengers and aircrew. The airlines have vigorously pursued the improvement of security.

'In the case of BEA, they are not due to send another flight to Israel until Thursday. They are well advanced with their security measures, which are being discussed with the staff. They then hope to be open again to accept cargo and letters.

'BOAC have similarly reviewed and improved security arrangements. They have been discussing these with their staff, including air crew, concerned, and they then also hope to be open again to receive cargo.

'The interruption to flight handling services for aircraft of a number of foreign airlines at Heathrow by BOAC staff action has now, I understand, ended, and normal handling has been resumed.'

More aerodromes to provide consultation facilities

MR. GORONWY ROBERTS, Minister of State, Board of Trade, announced in the House of Commons on February 25 that a further 20 aerodrome managements will now have a legal obligation to provide consultation facilities.

The Order became effective from February 25 and is made under Section 8 of the Civil Aviation Act 1968. The obligation is to provide users of the aerodrome, local authorities and other interested local organizations, with adequate facilities for consultation in respect of any matter concerning the management or administration of the aerodromes which affects their interests. Following consultations with the aerodromes owners, considerable progress has already been made towards the provision of the required facilities.

The aerodromes covered by the Order are:

Ashford	Halfpenny Green
Blackbushe	Lydd
Blackpool	Newcastle
Chichester	Northampton
Coventry	Norwich
Denham	Oxford
Elstree	Rochester
Exeter	Sunderland
Fairoaks	Tees-side
Gloucester/Cheltenham	Wycombe Air Park

This is the second Order under Section 8 of the Civil Aviation Act 1968. The first Order was made on May 20, 1969. It designated 13 of the larger non-state aerodromes – Birmingham, Bournemouth (Hurn), Bristol (Lulsgate), East Midlands, Glamorgan (Rhoose), Glasgow, Leeds and Bradford, Liverpool, Luton, Manchester, Shoreham, Southampton, Southend.

The British Airports Authority already have a similar obligation in respect of Heathrow, Gatwick, Stansted and Prestwick, under Section 2 of the Airports Authority Act 1965.

The Statutory Instrument No. is 1970/227 and costs 6d. (10d. including postage).

Luton Air Traffic Control

AIR TRAFFIC CONTROL arrangements for the airspace around Luton proposed by the Board of Trade National Air Traffic Control Services, were discussed by the Civil Aviation Control Advisory Committee at a meeting held on February 20.

As a result, plans for maintaining the safety of the growing traffic in the Luton area will be submitted to the President of the Board of Trade. The arrangements will provide special rules and associated procedures for additional control of the airspace to safeguard aircraft landing and taking off at Luton Airport and flying near it. They have been designed with existing equipment in mind in order to secure early implementation on a trials basis.

The avilability of improved radar equipment later will enable further improvements to be made in stages.

The Special Rules Zone and Area which it is proposed to establish for Luton have been specially tailored in shape and size to permit continuation of gliding activities at Dunstable to the maximum extent consistent with the maintenence of safety requirements for air traffic in the area.

Award to coastguard for Kent yacht rescue

THE ROYAL Humane Society's testimonial on vellum has been awarded to Auxiliary Coastguardsman Richard Townshend (25) of Walmer, Kent. He rescued three men whose yacht had run aground 500 yards from the shore in Sandwich Bay.

The yacht was being pounded by the sea and the occupants launched a rubber dinghy. One man got into it and attempted to paddle achore. The coastguard mobile company fired a line over the dinghy and the man was pulled ashore. Coastguard Townshend then swam with the dinghy back to the yacht, got the other two men into it and they were hauled ashore.

Recruitment of women coastguards

REGULATIONS issued by the Board of Trade authorize the recruitment into the Auxiliary Coastguard Service of women, and a reduction in the age limit to 16 for both men and women.

Women will be employed for duties in the look-out stations, in operation rooms and in communications work. Male youths will perform normal coastguard duties and, if strong enough, will take over from older men in certain types of rescue work.

Those under 18 will not be required to perform night duty and will not be employed in the more remote areas.

The women coastguards and youths will receive the rates of pay of an auxiliary coastguard, at present 6s. 3d. per hour, with additional payments when answering life-saving calls. These rates are now under review.

Those wishing to join the Auxiliary Coastguard should apply to their nearest Coastguard Station.

New address for BoT Marine Division

THE Board of Trade's Marine Division, Branch 3 and Branch 1 (Port) moved from 2 Bunhill Row, London, E.C.1, to Sunley House, 90-93, High Holborn, London, W.C.1 (Tel. 01-405 6911), on March 2.

Appointment of National Ports Authority chairman-designate

MR. FRED MULLEY, Minister of Transport, announced on February 23 that he intends to appoint Mr. Peter Parker, MVO, as chairman of the National Ports Authority which is provided for in the Ports Bill now before Parliament. Mr. Parker will be devoting an increasing amount of time to the preparatory work for the setting-up of the National Ports Authority. He will, as soon as possible, become full-time chairman of the Organizing Committee which is to supervise this work.

Mr. Roberts speaks on Civil Aviation Bill delay and noise certification

MR. GORONWY ROBERTS, Minister of State, Board of Trade, speaking to the Aerodrome Owners' Association in London on February 27, spoke on the Civil Aviation Bill and on the imminent introduction of legislation on noise certification.

On the Civil Aviation Bill, Mr. Roberts said the major item of interest to aerodome authorities in the recent White Paper (on Civil Aviation) was the proposed establishment of a Civil Aviation Authority. Unfortunately, pressure of Parliamentary business had so far prevented any substantial debate on the Government's proposals. 'We are, however, pressing ahead with all speed in the preparation of legislation in the hope that it will be possible,' said Mr. Roberts.

Aircraft noise

Speaking on aircraft noise Mr. Roberts said: 'I am sure you are all aware of the growing public concern about pollution of the environment of which noise forms a part. This is a problem which we should all strive to contain to the greatest extent practicable and you, as aerodrome owners, are in a position to take practical steps to this end for the benefit of the many thousands of people in this country, living in the vicinity of airports. I know that several of your members have already introduced a variety of noise abatement measures and I am sure that these have benefited your neighbours. I would ask you seriously to consider what further steps could be taken, albeit at some cost to yourselves and your airline customers, to further this 'good neighbour' policy'.

Call for limitation of night jet flights

'I am, however, concerned to find a fair and equitable balance between the needs of the travelling public and the interests of people on the ground,' said Mr. Roberts.

Criticism of night jet flights was growing in intensity and the Government was being urged to take action on a national scale. The Board of Trade had legal power to take action at British Airport Authority airports and did impose a limit on the number of night jet movements at Heathrow during the summer months and were considering similar action at Gatwick. 'We have no such legal powers at non-BAA airports and must, therefore, rely on the sense of social responsibility of aerodrome owners,' said Mr. Roberts. 'I know that some of your members have already announced limitations of night jet flights during the coming summer, and I am very grateful for this, but, because of my increasing concern at the possible growth of the night jet problem, I wrote to the Secretary of your Association, just before Christmas, to ask whether it was possible for a co-ordinated approach to this problem to be made by your members. I am fully aware of the difficulties of such an approach and I, or my officials, will be happy to help you in any way we can, but I sincerely hope that as a result of your deliberations you will be able to make a constructive contribution towards this particular facet of the aircraft noise problem.

'I am quite clear in my own mind that it is better for us to rely on your sense of responsibility than to impose blanket measures from Whitehall, even if we acquired the power to do so. Airports differ widely in their financial circumstances, the amount of their traffic and in their situation in relation to built-up areas. An attempted solution, imposed from outside, would be extremely difficult to devise. On the other hand a solution originating from your members' own knowledge of local conditions should have much to commend it. It also leaves scope for that sense of civic responsibility and fair play which is, happily, a marked feature of this country.

'I should not like to leave the impression that the Government are in any way abdicating their responsibility for dealing with the aircraft noise problem. However, I know that you have in the past had explained to you the various ways in which we are tackling the problem through operational measures at BAA airports plus the noise insulation scheme at Heathrow. The Board's officials are always glad to offer advice to aerodrome owners based on the experience gained in operating such measures. In addition, we are actively pursuing various lines of research both on the operational side, considering other possible forms of alleviating disturbance and attempting to find the most effective of the various measures, and more fundamental research into quietening the noise at source. It is this latter approach that holds out the most hope and I am glad to say that as a result of this research it should now be possible to produce new types of aircraft that are roughly half as noisy as their present-day equivalents.

Noise certification

'To ensure that the results of this research are applied in practice we intend, within the next few weeks, to introduce legislation that will make it essential for new types of aircraft to carry a noise certificate, issued only after they have demonstrated that they can comply with specified noise levels. This noise certification scheme will be based on standards agreed at the International Civil Aviation Organisation's Special Meeting on Aircraft Noise which was held in Montreal at the end of last year. This agreement was arrived at after long months of detailed domestic and international discussion in the latter of which the United Kingdom took a leading part. This first scheme will, however, deal only with new types of sub-sonic jets so the benefits will be felt some time in the future. We are already actively considering how we can build on this first step. Meanwhile it will remain essential for all concerned to take all practicable steps to contain the aircraft noise problem. This must be a combined effort from Government, manufacturing industry, airlines and airport operators.'

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

THURSDAY, FEBRUARY 19

Jumbo-jets and London Airport facilities

Lord Shackleton, the Lord Privy Seal, was asked if HM Government were satisfied that the restaurant and hotel facilities at Heathrow Airport were adequate to cope with the unexpected return, or delay of (a) a Jumbo-jet aircraft; (b) two Jumbo-jet aircraft. He replied 'I understand that the catering facilities at the intercontinental terminal at Heathrow can at present provide some 850 places, which is more than twice the average passenger load of a Jumbo-jet. The British Airports Authority have plans for doubling this capacity by mid-1971. The BAA do not at present provide hotels, but there is hotel accommodation near the airport for well over 2,000 beds. There are plans for more than doubling this accommodation. In exceptional circumstances, these hotels and catering facilities may well be overcrowded, but these developments proposed seem to be reasonably in line with requirements.'

Beagle Aircraft Ltd.

In answer to a Member's request for a further statement regarding his policy regarding the creditors of Beagle, Mr. Anthony Wedgwood Benn, Minister of Technology said:

'The Government's acquisition of Beagle Aircraft Ltd. arose very largely out of the Plowden Committee's recommendations in 1965. The Committee then took the view that light aircraft manufacture merited Government assistance but added that the case for continuing assistance should be reviewed from time to time against the industry's progress in achieving self-sufficiency. It is against this background that the Government provided substantial financial support to the company when it was in private ownership and subsequently acquired the whole undertaking in 1968 in the declared hope that a British light aircraft industry could thus be preserved.

'In my statement on December 2, I explained the reasons underlying the Government's decision that further support for Beagle would not be justified. A Receiver and Manager was appointed who has since found it necessary to reduce the work force substantially and is now considering disposal of the business and closure of the company.

'The unique circumstances of Beagle's acquisition by HM Government and its present position have led the Government, after considering all the aspects of this matter, to decide to meet the company's liabilities in full. It is accordingly proposed to liquidate the company by a members' voluntary winding up.'

MONDAY, FEBRUARY 23

Government helicopter service

Mr. Roy Mason, President of the Board of Trade, was asked to set up an inquiry into the feasibility of a government helicopter service to supplement the use of lifeboats by the Royal National Lifeboat Institution. Mr. Mason said service helicopters stationed at various bases in the United Kingdom were already available, subject to overriding military commitments, to assist in civil marine search and rescue. 'A committee set up to review the marine search and rescue organization in this country, including air/sea rescue arrangements, is about to make its report to me,' he continued. 'I shall consider whether any further study of helicopter arrangements is required when I receive this report.'

Flights to Middle East

The President was asked what advice he had given to British registered airlines in regard to flights to the Middle East in connection with either passengers or cargo. He answered: Any relevant Governmental information as to risks to safety of operation is passed to the British Airlines concerned, who also have other sources of information. The Airlines' decisions as to the services they maintain and other operations are their own. It is understandable, and I am sure the House will think it right, that their immediate first concern, while stock is taken of the security situation, has been for the safety of passengers and crew. We understand that they expect to resume normal carriage of cargo as soon as they are satisfied that all proper safeguards have been achieved.

Woodley/Midhurst route

Mr. Goronwy Roberts, Minister of State, Board of Trade, was asked if, now that he had established the practicable scope for increased use of the Woodley/Midhurst route, he would state what was the anticipated total number of aircraft movements in the first year of such use, and what proportion this would represent of aircraft leaving Heathrow and turning south. Mr. Roberts answered that the practicable scope for more use of the Woodley/Midhurst route in terms of airspace had been established, but the use which could be made of this, taking account of amenity and of air traffic capabilities, was still being studied.

Overflying rights of Concorde

Replying to a Member inquiring what negotiations had been held with foreign countries for overflying rights of Concorde to the Far East, Mr. Roberts replied 'None. International overflying rights do not differentiate between particular types of civil aircraft. Control, on a non-discriminatory basis, of supersonic flying lies with each State overflown.'

Aldergrove Airport

Mr. Roberts was asked how long he estimated repairs to the intersection of the two runways at Aldergrove Airport would take. He said studies were now in hand to establish the scope and timing of the runway works to be carried out at Aldergrove; the work on the intersection seemed likely to take about six to eight weeks.

Exports of flight simulators

A Member wanted to know, for the longest convenient stated period, the total amounts earned in foreign currency by manufacturers of flight simulators, and what action had been taken to assist in the exports of this type of plant and equipment. Mr. Neil Carmichael, Joint Parliamentary Secretary, Ministry of Technology, said: 'Available statistics do not give a detailed breakdown showing amounts earned in foreign currency by manufacturers of flight simulators, but our assessment is that exports of flight simulators and spares are currently about £6 million per annum.

'The Department has been giving assistance to the manufacturers of flight simulators in their export activities in the defence field for many years.'

Rolls-Royce Ltd.

Mr. Wedgwood Benn was asked if he had now received a formal request from Rolls-Royce for financial support for the version of the RB211 which had been offered for the A300B European Airbus, and when he would announce his decision on the request. He answered: 'Rolls-Royce have requested support for further development of the RB211 engine, including the version offered for the A300B. We are in close touch with the company while their proposals are being evaluated. I am not able to say when a decision will be announced.'

Mr. Wedgwood Benn was then asked if he was satisfied that Rolls-Royce had sufficient cash resources to meet the development cost of the new generation of aero-engines now being ordered by HM Government. 'Engines to meet HM Government's military requirements are normally developed at HM Government's expense,' he replied. 'On the civil side the company is developing the advanced technology RB211 engine with substantial financial assistance from HM Government and has recently submitted proposals for a large version of this engine. The firm's cash resources are one of the factors taken into account in considering launching aid.'

TUESDAY, FEBRUARY 24

Third London Airport

Mr. Roberts was asked whether, in view of the decision of the Roskill Commission to substitute a third completely new alignment of runways for the Thurleigh site for London's third airport, he would instruct the Commission to hold a new Stage II Inquiry in Bedford and compensate out of public funds the costs of those who gave evidence in the original Stage II Inquiry last September. 'This is a matter for the Commission on the Third London Airport,' said Mr. Roberts, 'but I understand that the Commission made it plain at Stage II that changes were to be expected in the light of the detailed studies at Stage III and this is what has happened. I understand that the question of the alignment and layout will be open to testing during the forthcoming Stage V hearing.'

WEDNESDAY, FEBRUARY 25

Beagle Aircraft

A Member asked if a committee of inquiry would be set up to investigate the mismanagement and other factors which led to the bankruptcy of Beagle Aircraft (1968) Ltd., a company which was wholly owned by Her Majesty's Government. Mr. Wedgwood Benn, said, 'I have been asked to reply, No. As I said on December 2, 1969, the decision not to provide additional public funds for Beagle was not a criticism of the management or the workers. The problem was basically one of the scale of operations which could be obtained within an acceptable cost and the Government did not consider that Board's proposals had sufficient priority to justify further investment in the face of competing demands for public funds.

Trawler safety

Asked to state his plans for increasing the protection and safety of the crews of fishing fleets in the North Sea and further north, Mr.

Roberts said the Fishing Vessels (Safety Provisions) Bill, which was introduced on February 18 (see *Board of Trade Journal*, February 25, page 499), sought to give powers to implement six important recommendation by the Holland-Martin Committee of Inquiry relating to the construction and equipment of trawlers. Other recommendations relating to safe working practices on board and to radio would be covered by new clauses the Government would seek to include in the Merchant Shipping Bill before Parliament.

Consultation with the industry on these and other matters relating to the safety of trawlers was continuing.

Statistics on civil aviation

Asked what steps he was taking to improve the published statistical information on civil aviation, Mr. Roberts said two new *Business Monitors* gave figures of the number of passengers, analysed by routes, on international and domestic services. It was hoped to obtain and publish fuller financial accounts for the industry and to publish further information on freight traffic.

Landing aids for Boeing 747

A Member asked whether satisfactory landing aids appropriate to the Boeing 747 were available at Heathrow Airport. Mr. Roberts said Boeing 747 aircraft used the internationally approved automatic landing system and this was already installed at Heathrow. Some modification might prove necessary to the Visual Approach Slope Indicator near the runway threshold, depending on the outcome of current discussions within the International Civil Aviation Organization.

Flying rights over Soviet territory

Mr. Roberts was asked to make a statement on the current negotiations with the Union of Soviet Socialist Republics for flying rights over Soviet territory in connection with the British Overseas Airways Corporation's London-Tokyo service. Mr. Roberts replied, 'British and Soviet aeronautical officials met in Moscow in December and reached agreement on the arrangements to be made for an exchange of traffic rights under which BOAC would be permitted to operate twice weekly services between London and Tokyo via Moscow and over Siberia, starting during Spring 1970. These recommendations have since been put into appropriate form for an intergovernmental agreement. It is hoped very shortly to hand the text to the Soviet Government. I hope it can be signed soon, and the necessary arrangements made accordingly between airlines.'

BAC-311 project

A Member asked what representations had been received from the chairman of British European Airways regarding the need for an early decision on the BAC-311 project; and what reply was sent. Mr. Roberts said: 'The chairman of BEA keeps in close touch with us about future aircraft requirements. He knows that we are well seized of the need for an early decision once BEA have completed their assessment of the BAC-311 and alternative types of aircraft in the light of changes in manufacturers' specifications.'

Shipbuilding help

Asked to what extent financial guarantees had been used in support of the shipbuilding industry during the calendar year 1969, Mr. Mason said, 'Most exports of ocean-going merchant ships are supported in this way. In 1969, ECGD issued 25 Financial Guarantees relating to loans totalling £37 million, supporting contracts for 28 ships with an export value of £47 million.'

Civil Aviation Act

Answering several Members' questions as to when it was expected that a further order would be made under section 8 of the Civil Aviation Act 1968; and if a statement could be made, Mr. Roberts said that a second Order was made on February 16 and became effective on February 25: 'I will place a copy of the Order in the Library of the House,' he added.

Air terrorism

A Member asked the President what recent representations he had received from British European Airways and the British Overseas Airways Corporation about hi-jacking and other acts of air terrorism; and what reply he had sent. Mr. Roy Mason replied: 'None; but the Board are naturally in close touch with both Corporations about these matters.'

Answering a similar question about representations from the British Airline Pilots' Association and the International Federation of Airline Pilots Associations, the President said this year the Board of Trade had received one letter from the British Airline Pilots' Association relating to security arrangements at airports in the United Kingdom and abroad. A reply would shortly be sent.

United Arab Airlines

A Member who inquired what action had been taken to investigate breaches of the International Air Transport Association regulations by United Arab Airlines in respect of passenger traffic to the United Kingdom, was told by the President that he knew of the allegations that traffic was being carried at rates not in accordance with United Kingdom arrangements for air services with the United Arab Republic. 'If the hon. Member will let me have any evidence in his possession, I will certainly add it to our investigations,' he said. 'We have, in fact, called for a re-negotiation of air service arrangements between the United Kingdom and the UAR.'

Loss of ss 'Irene'

Mr. Roberts was asked to initiate international consultations to seek to prevent a recurrence of the events which led to the loss of the ss 'Irene' which put to sea with insufficient fuel and was some 300 miles out in her reckoning. He answered that international consultations were already in progress through the Intergovernmental Maritime Consultative Organization and the International Labour Organization on all matters which could be expected to reduce the risk of an incident of this kind. In particular, a joint IMCO/ILO Committee was providing valuable advice to governments on standards for training of officers and crew.

Flights between London and Gibraltar

In answer to a question on scheduled day flights between London and Gibraltar on the present winter programme and for the summer of 1970; and how these numbers compare with 1969, Mr. Roberts said: 'This winter and last winter BEA operated two scheduled day flights a week each way between London and Gibraltar direct and one via Madrid. Last summer there were four direct day flights a week from June to September and three a week at other times. Three day flights a week each way are scheduled in BEA's provisional 1970 timetable.'

Third London Airport

Referring to the decision of the Roskill Committee to substitute a third alignment for the Thurleigh Airport site, together with new proposals for urbanization in the Raunds area, since the conclusion of Stage II of the Inquiry, a Member asked for a statement. Mr. Roberts said: 'This is a matter for the Roskill Commission: I have seen a copy of the very full reply which was sent to the hon. Member by the Commission's chairman in reply to his letter on this subject. I am satisfied with the Commission's procedure.'

Night jet flights at Gatwick

Speaking of the increase of night flights at Gatwick for the summer period ended October 31, 1969, to 4,509, and of the upward trend of traffic shown by the increase in passenger traffic from January 1 to December 31, 1969, of 45.4 per cent over 1968, a Member asked what success had been achieved in securing agreement on a limitation of night jet flights during the summer season of 1970 to the level approved of 3,500 for Heathrow. Mr. Roberts replied: 'I understand that in the absence of any restriction in 1970 a total of some 6,000 night jet movements have been estimated to take place at Gatwick between the hours of midnight and 6.00 a.m. in the seven months April to October. I have, therefore, held urgent discussions with the airlines and they have agreed to put a voluntary limit of 4,950 to the number of such movements this year. I am satisfied that this concession represents a considerable effort by all concerned to protect the amenity of Gatwick residents and is without prejudice to the detailed review of night jet traffic at Gatwick for subsequent years which has already been announced.'

A further question on the increase of night jet flights at Gatwick concerned the authorization of payment of sound-proofing grants at Gatwick similar to those approved for Heathrow. Mr. Roberts said this was one of the matters he would be considering in the context of the forthcoming review of night jet traffic at Gatwick and the measures that were needed to protect amenity for 1971 and subsequently.

Boeing 707s

A Member asked what investigations had been made into the air turbulence caused by Boeing 707s and similar aircraft on structures lying beneath the glide path. Mr. Roberts said he was not aware of any adverse effects on structures from this cause and no such investigations had been carried out. Research both in this country and, it was understood, in the United States had given no indication that there might be a problem in this area in respect of Boeing 707s and similar aircraft.

Air services between United Kingdom and Turkey

Answering a request for a statement on the question of British European Airways being afforded the appropriate landing rights for the operation of services between the United Kingdom and Turkey, Mr. Roberts said: 'Turkish Airlines last year sought permission to restart services to London, which they had discontinued in 1962. When permission was granted, it was pointed out that, in view of the serious problems of congestion foreseen at London (Heathrow) they would have to operate to London (Gatwick), as they had been specifically advised in 1960 would probably be the case.

The Turkish authorities did not accept this, and have denied permission for BEA to continue to operate to Turkey. Consultations are still in progress.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, FEBRUARY 19

Industrial development

Mr. Eric Varley, Minister of State, Ministry of Technology, answered questions on industrial development in Scotland, and on unoccupied factory sites in Islington.

Expenditure on trade promotions

A Member asked for a breakdown of the item, other expenditure, in Item A28 Trade Fairs, Trade Weeks and other activities promoting exports in Class IV, 11, of the Civil Estimates for 1969/70. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said the estimate of other expenditure under this heading was:

	£
Trade fairs	3,521,670
British Weeks and Store Promotions	435,000
Direct financial assistance to participants in connection with advertising, fares, freight and translation costs	496,000
	£4,452,670

Duty on steel bars

Mrs. Dunwoody was asked to what extent further extensions to the suspension of duty on certain steel products included concessions in respect of reinforcing steel bars used in the construction industry; and whether, in view of the difficulties experienced by the shortage of such bars at the present time, further action in this field would be considered Mrs. Dunwoody said the duty on reinforcing steel bar had not been suspended. Tariff action would not significantly ease the supply difficulties, and she did not consider that the nature of the shortage and the effect of the duty on users' costs were such as to warrant suspension.

Newspaper prices

Mr. Roy Mason, President of the Board of Trade, was asked by what authority he proposed to intervene to prevent the proprietors of the Daily Telegraph newspaper from increasing the price of that newspaper by any amount which might seem to them, in the light of their knowledge of the industry, to be appropriate, during 1970 or 1971. He said: 'The NBPI's assessment for 1970, which the Government have accepted, was that an increase of more than 1d. in the price of the Daily Telegraph would not be justified. I would expect to receive prior notification of any further increase and would consider this on its merits in the light of the prices and incomes policy in operation at the time.'

FRIDAY, FEBRUARY 20

Imports of cotton towels

Answering a question on the percentage increase of imports of cotton towels into the United Kingdom in 1969 as compared with 1968; and the proportion of these imports in each year which was duty-free, Mrs. Dunwoody said in terms of quantity, imports fell by 17 per cent between 1968 and 1969. Duty-free imports made up about 90 per cent of the total in both years.

Imports of electrical switchgear

A Member who asked for the total value of imports into the United Kingdom of heavy electrical switchgear during each of the last three years; and how much of this was imported from the European Economic Community, was given the following information by Mrs. Dunwoody:

United Kingdom imports of switchgear, switchboards and control panels (excluding moulded case circuit breakers) exceeding 660 volts

£ thousand

	1967	1968	1969
Total	499	1,169	1,087
of which EEC countries	93	190	259

Insurance Companies Act 1958

Asked if further steps would be taken to ensure that insurance companies met their obligations under the Insurance Companies Acts and particularly with regard to the protection of policyholders and the public under the Insurance Companies Act 1958, Mrs. Dunwoody replied: 'The Board of Trade's supervisory powers over insurers were strengthened by the Companies Act 1967 and we shall continue to make use of them when appropriate. If my hon. Friend has any specific suggestions for improving these powers, I will consider them.'

MONDAY, FEBRUARY 23

Company re-registrations

Mrs. Dunwoody told a Member that 2,699 limited companies had been re-registered as unlimited since the Companies Act 1967 came into operation.

United Kingdom trade

Answering questions on the total exports to COMECON countries and to Latin American countries for each year from 1960 to the latest convenient date, Mrs. Dunwoody gave the following information:

Total exports (including re-exports)

£ million

	COMECON*	Latin America
1960	112	173
1961	152	168
1962	148	163
1963	151	144
1964	127	153
1965	137	162
1966	178	162
1967	198	170
1968	255	229
1969	264	248

* Includes Soviet Union, Poland, Bulgaria, Czechoslovakia, Hungary, Rumania, Eastern Germany, Mongolia, Albania and Yugoslavia, except in the years 1960-63 when Mongolia was not separately distinguished in the trade statistics.

Dollar Land Holdings Company

A Member asked how many letters of complaint had been received and from whom concerning the administration of the affairs of the Dollar Land Holdings Company prior to the last two months; when these were received; and on what dates and what action was taken concerning them. Mrs. Dunwoody replied that six letters were received from shareholders or those writing on their behalf. One letter was received in February 1967, one in September 1968, one in November 1968, two in January 1969 and one in August 1969. The letters were answered promptly.

Overseas Marketing Corporation

'Loan capital is made available to the Overseas Marketing Corporation on Board of Trade Vote under the authority of the Appropriation Act,' said Mrs. Dunwoody to a Member who asked under what statutory authority this loan capital was made available to the Corporation by the Government.

Industrial Reorganization Corporation

Mr. Anthony Wedgwood Benn, Minister of Technology, was asked how much the Industrial Reorganization Corporation would lend to industry in 1970. He replied: 'The nature of the IRC's work makes it difficult to forecast its need with precision. But the hon. Member will find in the White Paper "Public Expenditure 1968-69 to 1973-74" (Cmnd. 4234) that the estimate for the financial year 1970-71 is £34 million.'

Jute import quotas

Answering a question on the outcome of discussions regarding the level of jute import quotas for the second year of operation, Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology, said an announcement on the jute import quotas for the quota year was made by the Ministry of Technology on February 6. 'It has been decided that the quotas should remain unchanged for the year beginning May 1, 1970, and should be allocated to those who received a quota allocation in 1969-70,' he said.

Industrial development certificates

Mr. Varley was asked if he now had any plans to review the basis on which industrial development certificates are issued. 'No Sir,' replied Mr. Varley. 'The policy operates successfully and no changes are contemplated at present.'

Government research establishments

Answering questions on the reorganization of Government research establishments as outlined in the recent Green Paper, Mr. Wedgwood Benn said: 'Proposals to set up a British Research and Development Corporation were put forward for public discussion in a Green Paper published on January 16. Both the time and the nature of the Government's decisions on these proposals will depend on the course of the debate on them in the House and outside. If it seems as a result of this that no major alterations in the proposals are needed, the Government would aim to announced its decision in the early summer. The earliest possible date for the establishment of the Corporation would be 1972.'

Industrial development

Mr. Varley answered questions on industrial development in Sunderland, the Yorkshire and Humberside region, the East Midlands region, the South-West region, the North-Western region, the Northern region, the West Midland region, East Midlothian, the Mexborough and Wombwell areas, the Hartlepools, and Blyth.

Britain and the European Communities

The two-day debate on the White Paper 'Britain and the European Communities' is reported in *Hansard* (February 24, cols. 996 to 1132, and February 25, cols. 1133 to 1162 and 1213 to 1338). Mr. Harold Wilson, the Prime Minister, wound up the debate.

Machine tools industry

Dr. Davies was asked to publish a table showing the annual average increase in the value of the output of the United Kingdom machine tool industry at 1961 prices, taking 1961 as 100, between 1964 and 1969. He replied that there was no official series available for publication, at present, giving the annual average increase in the output of the United Kingdom machine tool industry at constant prices. A series in current value terms was available from the Board of Trade Business Monitor (ref. P. 64).

Newspaper prices

Asked by what authority he required prior notification of an increase in the price of the *Daily Telegraph* in excess of 1d. in the current year, or prevented any such increase with or without prior notification, the President said 'under the prices and incomes policy, the managements of the *Daily Telegraph* and other national newspapers agreed in 1965 to give my Department early warning of proposed price increases and the arrangement has operated on this voluntary basis.'

WEDNESDAY, FEBRUARY 25

United Kingdom trade

The President was asked if he was satisfied that the recent trend in British trade accorded with Her Majesty's Government's commercial policies. He said: 'Yes, Sir. Over the last five years our exports have increased by over 60 per cent from £4,565 million in 1964 to £7,338 million in 1969, and we have transformed a visible trade deficit of more than £530 million into a surplus provisionally estimated at about £130 million in 1969. I am satisfied that this impressive performance is a vindication of the liberal commercial policies which we have been following.'

President's visit to Thailand

In answer to a request for a statement about his recent official visit to Thailand, the President said: 'In Thailand, there is goodwill towards Britain and British products and the market presents many opportunities. Although the present balance of trade is in our favour, I would like to see many more businessmen visiting Thailand and I hope my visit will do something to encourage the flow of business missions and increased trade in both directions.'

Exports in dollar terms

Members asked what was the increase in the value of world trade in dollar terms in 1969; and how this compared with the increase in the value of British exports in dollar terms in the same year, and why Great Britain's exports expressed in dollar terms grew at a lower rate in 1969 than did world trade. Mr. Roy Mason said exports of manufactures by main manufacturing countries increased by 17 per cent between the first three quarters of 1968 and the same period of 1969; for the United Kingdom the increase was 15 per cent. Over the first three quarters of 1969, for which figures were available, United Kingdom exports grew only slightly less fast than did world trade in manufactures. In the past, the United Kingdom share had tended to fall sharply when world trade had grown rapidly. The virtual maintenance of the United Kingdom share was very encouraging.

Another question concerned the percentage increase in British exports in dollar terms in a five-year period to the latest convenient date; and what, were the comparable figures for the rest of the world, excluding the United Kingdom and the Soviet bloc, and for the Organization for Economic Co-operation and Development member countries apart from the United Kingdom, respectively. The President answered that between the twelve months ended September 1964 and the twelve months ended September 1969, 35 per cent, 60 per cent and 70 per cent, respectively.

Exports to EFTA

A Member asked the President whether he is satified with the development of British exports to the European Free Trade Association during the past year; and what plans he had for promoting such exports in the future. The President said the growth of United Kingdom exports to EFTA in 1969 was more than 50 per cent greater than that of our exports as a whole. He went on: 'We shall be mounting an extensive programme of promotional activities in EFTA countries this year, notably a Trade Drive in Finland and three Shopping Weeks in Sweden. I have recently visited both Finland and Norway to see these important markets at first hand and I hope to visit Sweden in April.'

Replying to another question, the President said that British exports to EFTA in 1969 increased by 22 per cent in value compared with 1968.

Imported strawberries

Asked what were the present tariff arrangements for imported strawberries, Mrs. Dunwoody said the full and EFTA rates of import duty on fresh strawberries were 37s. 4d. per cwt from June 1 to 9, 56s. from June 10 to July 31, and 10 per cent for the rest of the year. Strawberries from the Commonwealth preference area were duty-free.

GATT

Stating that the United States had made representations to the European Economic Community that Common Market countries were contravening the General Agreement on Tariffs and Trade a Member asked what action the President had taken or intended taking to raise these matters within the GATT; and what effect entering the EEC will have on Great Britain's membership of the GATT. 'I think my hon. Friend has in mind the proposed trade arrangements between the European Economic Community and a number of other, mainly developing, countries,' replied the President, 'It is the practice for Working Parties on which the United Kingdom is invariably represented to study such agreements when they have been completed and presented to GATT, and to report on their compatibility with the rules of GATT relating to free trade areas and customs unions. British entry into the EEC would have no effect on our continuing membership of GATT.'

Exports to Malaysia and Singapore

Asked what credit facilities were available from public funds to assist British exporters to Malaysia and Singapore, Mr. Mason said no special facilities were available from public funds for this purpose, but the full range of ECGD's normal credit insurance facilities was available for both markets.

ECGD financial guarantees in 1969

A question was asked on the major export projects supported by Exports Credits Guarantee Department financial guarantees in 1969; and the total volume of British exports which would result. The President replied that ECGD issued 30 financial guarantees in 1969 in support of major capital projects other than ships. These related to loans totalling £179 million, supporting British exports worth £202 million.

Patent Co-operation Treaty

'What steps are being taken to make it easier for British inventors to obtain protection for their inventions abroad?' asked a Member. Mrs. Dunwoody replied: 'We are actively participating in the preparation of two far reaching international schemes to this end: one for a world-wide Patent Co-operation Treaty, and the other for a European Patent Convention. The first is likely to be finalized at a conference in Washington in May of this year. The second has reached the stage where a preliminary draft will be published very soon and will be discussed with interested international non-governmental organizations in Luxembourg in April of this year.'

Berne Copyright Convention

Mrs. Dunwoody was asked to make a further statement on HM Government's policy towards the Stockholm Protocol for the benefit of developing countries which was added to the Berne Copyright Convention in 1967. 'We remain opposed to this Protocol,' she replied. 'However we are participating in an internationally agreed programme of work which aims at finding a solution to international copyright problems acceptable to both developed and developing countries.'

Dollar Land Holdings Ltd.

Stating that the President was requested 15 months ago to inquire into matters connected with Dollar Land Holdings, a Member asked what factors had delayed his decision regarding an investigation into the company's affairs under the Companies Act. 'There has been no delay,' said Mrs. Dunwoody. 'The correspondence to which I assume my hon. Friend refers was concluded in December 1968.'

Jenkins Committee on Company Law Reform

A Member asked what reasons had led the President to decide against the recommendation of the Jenkins Committee on Company Law Reform, that the United Kingdom shipping companies should continue to enjoy accountancy exemptions. Mrs. Dunwoody answered that the Government did not accept this recommendation. Para. 25 of Schedule 8 to the Companies Act 1948 was amended by the Companies Act 1967 so that the exemptions were available to shipping companies which satisfied the Board of Trade that, in the national interest, they ought to be exempted. The reasons for this were explained by the Government when the Bill which became the Act of 1967 was before Parliament.

Another question concerned the recommendation of the Jenkins Committee that the accounts of foreign-owned banks operating in the United Kingdom should be treated in the same manner as United Kingdom banks and should not enjoy accounting exemptions which the United Kingdom banks were denied. Mrs. Dunwoody replied: 'Having come to the conclusion that the exemptions should be continued for British banks, the Jenkins

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

Committee said that they thought that foreign banks should be treated in the same way. I do not think it follows that, because the exemptions are being withdrawn from a class of British banks, they should be withdrawn from the foreign banks.'

Commonwealth preferential agreements with EEC

The President was asked which Commonwealth countries had preferential agreements with the EEC and which had notified HM Government of their proposal to open negotiation for such agreements. The President said Kenya, Tanzania and Uganda had an Association Agreement with the Community which had been signed but not yet ratified. An Association Agreement between Nigeria and the Community lapsed before ratification. Malta was the only Commonwealth country known to have a specific proposal for an agreement under consideration by the Community.

National percentages of exports

Replying to a Member who asked what percentage of the gross national product was represented by external trade in the United States, the EEC and the United Kingdom, respectively, Mrs. Dunwoody said that in 1968, exports represented 4 per cent of the gross national products in the United States, 9½ per cent in the EEC and 14½ per cent in the United Kingdom.

Answering a further question Mr. Mason said the United Kingdom's share of exports of manufactures by the main manufacturing countries was 11 per cent in the first three quarters of 1969 and in the year 1968.

Import of food from Warsaw Pact countries

Answering an inquiry on the value of United Kingdom imports of temperate foodstuffs from Warsaw Pact countries in 1969 and 1968; and the expected figure for the current year, Mrs. Dunwoody said it was about £38 million in both 1969 and 1968, covering food and live animals of a kind which are produced commercially in this country. 'I prefer not to venture a forecast for 1970,' she said.

United Nations Conference on Trade and Development

A Member who asked the President which Minister from his department would represent HM Government at the United Nations Conference on Trade and Development special committee on Preferences scheduled to convene on March 31, was told that our representation, like that of the other prospective preference-giving countries, would be at official level.

Exports to Commonwealth

The President told a Member that British exports to the Commonwealth in 1969 increased by 11 per cent in value compared with 1968.

Indian textile industry

An inquiry about consultations with the Indian Government on arrangements to compensate the Indian textile industry for the loss of the Commonwealth preference it now enjoyed was answered by the President, who said in the official discussions in New Delhi in December, it was agreed that, following a meeting at technical level involving the industries of the two countries, there would be further discussions between Governments. The technical meeting took place in January. No date had yet been fixed for further discussions between Governments. 'As regards possible damage to Indian exports, I would refer my hon. Friend to the statement made by my predecessor on July 22, 1969,' added the President.

Staff of the Board of Trade

Questions were asked on the number of staff employed by the Board of Trade. The number of non-industrial staff employed by the Board of Trade on February 1, 1970, the latest available date was 16,483.

Staff of Board of Trade supported bodies

A question was asked about how many persons served on bodies responsible to the Board of Trade, or on behalf of which the Board exercised some direct or indirect sponsoring functions; and what was expected to be the aggregate cost of maintaining these bodies in the financial year 1969-70. Mrs. Dunwoody replied: 'Approximately 980 persons, including civil servants. A precise estimate of cost would require a prolonged investigation, but it will be of the order of £3 million to £3½ million.'

Export Research Group

A Member asked if the President had studied the report entitled, Government and the Exporter, produced by the Export Research Group, a copy of which had been sent to him, and if he would commission an independent survey among exporters of the effectiveness of incentives and services for the promotion of exports. 'The weakness of this Report, which I have studied, is that it attempts to establish a simple relationship in what is a complex field,' replied Mr. Mason. 'The effectiveness of our service to exporters is under constant review and I do not consider that expenditure on a special survey would be justified.'

Industrial relations between Scotland and Scandinavia

In answer to a Member who asked if he would state his plans for increasing industrial relations between North-East Scotland and Scandinavia and Northern Europe, Mr. Mason said: 'I discussed trade relations during my visit to Oslo last week and I look forward to similar discussions in other European countries later in the year. I hope that firms in North-East Scotland will make increasing use of the comprehensive export promotion services of the Board of Trade and the Export Council for Europe, and in particular that they will be well represented in promotional events arranged for this year.'

Imports of electrical machinery

Mrs. Dunwoody told a Member who asked what was the annual average increase in the volume and value, respectively, of imports of electrical and non-electrical machinery for the years 1965 to 1969, that the value of these imports increased at an annual rate of about 18 per cent between 1965 and 1969; volume figures were not available but prices probably accounted for about a third of the increase.

Industry's stocks

'Why, in each of the first three quarters of 1969, did the value of stocks held by the distributive trades fall?' inquired a Member. 'In fact, the value increased in each quarter,' replied the President. 'Over the three quarters, the volume is estimated to have been a little lower, by some £25 million at 1963 prices. But this was very small in relation to the total stocks held – over £2,500 million at the same prices. Many factors influence stock holding by these trades, but, by past standards, the level in the first quarter was high in relation to activity.'

Further questions concerned the value of the physical increase in the stocks of the distributive trades at 1963 prices in 1964; and the comparable figure for 1969, and the percentage of the gross domestic product was represented by stock accumulation of the distributive trades in 1964; and the comparable figure for 1969. The President said the increase in 1964 was £141 million; in the first three quarters of 1969 there was a reduction of £24 million, seasonally adjusted. Information for the fourth quarter of 1969 was not yet available. The increase in 1964 represented 0.5 per cent of gross domestic product; in the first three quarters of 1969 the figure was minus 0.1 per cent.

Second mortgages

Asked whether a study would be carried out of the level of interest rates charged by finance companies both on second mortgages and for other purposes, Mrs. Dunwoody said she understood such a study would be included in the report of the Crowther Committee which was expected within six months.

Metal Box Co. Ltd.

A Member asked what consideration had been given to the fact that the products of the Metal Box Company fell into four different categories of the Standard Industrial Classification before deciding not to refer the question of the company's contravention of section 17 of the Companies Act 1967 to the Director of Public Prosecutions. Mrs. Dunwoody said: 'I considered the requirements of the Act and the description in the director's report of the business of the company and its subsidiaries.'

European company law

'I am watching developments in the company laws of other West European countries and will take them into account when the time comes to prepare further companies legislation,' said the President, asked what steps he was taking to harmonise United Kingdom company law with that of other West European countries.

Alpha Company

Asked to make a statement on the intervention of his department in the affairs of the Alpha Company, the President said: 'As my hon. Friend the Member for Bolton, West, was informed on February 5 and 13, the Board of Trade placed on February 2 a restriction on the Midland Northern and Scottish Insurance Company Ltd. because they were not satisfied that the company had the solvency margin required by the Insurance Companies Acts 1958 to 1967. Representations from the comany on the matter are being considered.'

Company's political contributions

A Member asked what arrangements were made by the Board of Trade for details of the donations made by companies to political parties and other organizations to be made available to the public. Mr. Mason said information about a company's political contribution was given in the directors' report. A copy of the report was filed with the Registrar of Companies and could be inspected by any member of the public on payment of a fee of one shilling.

Commonwealth Preference Area

A Member asked what further steps were being taken to encourage more trade between Great Britain and other members of the Commonwealth Preference Area. The President replied: 'We are doing all we can to encourage exports to Commonwealth Preference Area markets and most imports from this area are

free of tariffs and other restrictions. We have already agreed to assist participation in 34 trade fairs and nine stores promotions in the Commonwealth Prefereice Area this year, and 45 BNEC-supported missions have been approved or are projected.'

National Exhibition Centre

A Member asked what was the value of agricultural exports in 1969; what special arrangements would be made for agricultural exhibits and agricultural machinery at the proposed National Exhibition Centre in Birmingham; and what steps were being taken to increase agricultural exports in 1970-71. The President said the proposed National Exhibition Centre in Birmingham would have full facilities for the exhibition of agricultural produce and machinery and supplies, the exports of which in 1969 were valued at £207 million and £192 million respectively. The President continued: 'In addition to the many and widely used forms of Government assistance to exporters, agricultural exporters should benefit from the grants made specifically to assist in this field to the British Agricultural Export Council.'

Overseas trade fairs

'Yes Sir,' replied the President, asked whether he was satisfied that the present arrangements for assisting British industry at overseas trade fairs were adequate and met the needs of the exporters. 'In 1965 before the present arrangements were introduced, official support was given to only 85 events in 26 countries. Since then official support has been increased from £870,000 a year to more than £4 million a year. In 1969 my Department supported 5,700 firms taking part in 263 events in 50 countries overseas.'

Exports by EEC countries

Tables were published in reply to a question on the value in 1969, or the latest convenient year, and the growth over the past 10 years of exports of the countries of the EEC, from information available from international sources, and of the United Kingdom to the Commonwealth, excepting the United Kingdom, the European Free Trade Association, excepting the United Kingdom and the United States, respectively, and on British exports to the sterling area, excluding sterling area countries in Western Europe, Western Europe as a whole, EFTA countries and the EEC, respectively, over the past 10 years expressed both in absolute terms and as a percentage of total British exports.

Machine tools

Mrs. Dunwoody was asked what was, for the years 1965-69, the annual average increase in the volume and value, respectively, of imports of machine tools. She answered that the value of these imports increased at an annual rate of about 4 per cent between 1965 and 1969; figures of the volume of imports were not available.

Imports of Russian barley

'United Kingdom imports of barley from the Soviet Union in January were 13,783 tons,' said Mrs. Dunwoody in reply to a question.

Anglo-Argentine trade

The President was asked if he intended to meet the Argentine Minister of Economics to discuss ways of improving Anglo-Argentine trade. Mr. Mason said: 'Yes, sir. I met Dr. Dagnino Pastore, the Argentine Minister of Economy, and members of his mission when they visited London last week. The mission had useful discussions covering many important aspects of Anglo-Argentine trade.'

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: international co-operation.

77E (Re-issued February 1966) purchase tax - exports.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants (to be published on June 18, 1969).

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporarily imported for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

300 Export reliefs scheduling scheme.

429 Customs export procedure. Further relaxation of pre-entry.

466 Export documents and trade statistics.

SN6 Notice to passengers (exchange control and export licensing).

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control

Notice to Exporters Issue dated January 9, 1969. (Issued by HM Treasury - also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

74A EFTA drawback; exception of EFTA goods re-exported to another country.

77M British-made cars and motor cycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

251 Remission or repayment of the temporary charge on imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.

430 Table of rates of sugar surcharge, distribution payments and corresponding repayments.

Export Rebates

74 Notice to exporters. EFTA restrictions on drawback and export rebate.

435 Schedule of rates.

436 General outline of the scheme and procedure for claiming.

436A Export rebate: termination.

437 Ships and aircraft.

439 Export rebate: goods exported after March 31 1968, under pre-devaluation contracts.

TRADE FAIR ORGANIZERS AT COI

A party of representatives of United Kingdom Trade Fair Organizers visited the Central Office of Information recently and were introduced to the export publicity services of the COI by the Assistant Controller (Overseas) Mr. E. R. Kelly. The party included: Mr. S. Michaelson-Yeates, The Antiques Dealers Fair and Exhibition; Mr. F. P. Float, Iliffe Exhibitions Ltd.; Mr. E. F. Jones, Society of Motor Manufacturers and Traders Ltd.; Mr. C. J. L. Mackenzie, Industrial and Trade Fairs International Ltd.; Miss H. Webb, BPS Exhibitions Ltd.; Mr. R. A. Barker, Electrical Engineers ASEE Exhibition Ltd.; Mr. G. T. Beach, Gauge and Tool Makers Association; Mr. K. S. Brooks, Mack-Brooks Exhibition Ltd.; Mr. Alan MacDonald, National Caravan Council Ltd.; Mr J. Daniels, Maclean-Hunter Ltd.; Miss Rosemary Bucquet, National Children's Wear Association; Mr. D. Rowe, Royal Association of British Dairy Farmers; Mr. H. Goodier, Apparel and Fashion Industry's Association; Miss M. Horabin and Mr. C. Wigan, Westbourne Exhibitions Ltd.; Mr. C. H. Venn, Business Conferences and Exhibitions Ltd., and Mr. L. J. Juchau, Menswear Association of Britain Ltd. The photograph shows the visitors with Mr. Kelly at COI Headquarters, in London.

GOVERNMENT SURPLUS

LARGE STOCKS

EX ARMY WEB EQUIPMENT
PART WORN, SOUND MARQUEES
SECONDHAND & UNUSED CLOTHING

Box No. S6958
Board of Trade Journal,
Room D92, Atlantic House,
Holborn Viaduct, London, E.C.1.

REDUNDANT PLANT WANTED:

Machine tools, sheet metal machinery, foundry and forging plant, air compressors, cranes and lifting equipment, electric motors, transformers, switchgear etc.

Specialists in difficult dismantling operations.
Prompt inspection and settlement.

C. M. HARTSHORNE & CO. LTD.,
Shepley, Huddersfield.
Phone Kirkburton 2255.

GOVERNMENT SURPLUS CLOTHING

EXPORTERS and STOCKISTS of
SECOND-HAND and NEW
CIVILIAN and MILITARY CLOTHING
and EQUIPMENT
of EVERY DESCRIPTION

Box No. S6989, Board of Trade Journal,
Room D92, Atlantic House, Holborn Viaduct,
London, E.C.1

The Director General, India Supply Mission, Government Building, Bromyard Avenue, Acton, London, W.3, invites tenders for the following:—

TENDER No. 1938/69/ENG. 3.

TENDERS ARE INVITED FOR:—	QTY No.
Heading Press, 800 Tons having:—	1.
Length of stroke.....125 mm.	
Stroke per min.....12	
Shut height.....750 mm.	
Bed Size.....1000 x 1000 mm.	
To be tooled up for the Heading and Indenting of Components as per drawings available.	

Tender documents relative to the above enquiry can be obtained from the Administration Branch, India Supply Mission, Government Building, Bromyard Avenue, Action, London W.3 on payment of Ten shillings per set.

Tenders are to be returned to India Supply Mission at the above address so as to reach by Monday, 11th May, 1970.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
March 12	Vehicles, miscellaneous stores	The County Hall, Botchergate, Carlisle	Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. 26292.)

Land Rovers; Bedford Utilabrakes; Neals mobile crane; Austin K2 vans; Bedford fire tenders; Morris equipment van; Ford 'Snogo' rotary plough; Mack trucks with Atkinson grit spreader; electrical equipment; including resistance units; transformers; amplifiers; rectifiers, etc.; aircraft equipment; rack assemblies; radio receivers; various paints; electronic valves; sirens and autowailers; haversacks; canvas packs; battledress trousers and blouses; jackets; greatcoats; sewing machines; heavy duty sanders; electric motors; valve grinder; bench grinder; presses; and large quantities of miscellaneous stores.

March 17-20	Road making equipment, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Heavy duty tractors fitted fifth wheel couplings; Leyland recovery vehicle with hydraulic telescope 10-ton crane; AEC 'Matadors' some with generators; excavators; mobile cranes; Fowler 'Challenger' and Vickers 'Vigor' angledozers; forklift trucks; graders; scrapers; dumpers; snow ploughs; factory trucks; agricultural tractors; Allen 12/21 trencher; trailers; fire tenders; hydraulic tippers; coaches; Scammell breakdown trucks; Austin Gipsys; Austin 1-ton vans; Land Rovers; Princess limousines; Ford 'Country Squire' station wagon; estate cars; Morris minibuses; motor cycles, etc.

March 24-25	Miscellaneous stores	No. 2 Building (Adjacent to Indoor Bowling Green), Riverside, Chatham	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Plant and equipment; concrete mixers; portable lifting gantry; gas and electric furnaces; hydraulic trolley jacks; punch card equipment; wooden packing cases; fire extinguishers; asbestos cement ceiling panels; Land Rover and other vehicles spares; radio equipment; scrap metal; MACHINE TOOLS: centre lathes; engraver; welding sets; coil winder; degreasing plant; grinders; valve refacers; milling machines; hacksaws; woodworking lathes; 50-ton hydraulic press; guillotines; bending, rolling and folding machines; electric hand drills and sanders, etc.; CLOTHING: jerseys; raincoats; gloves; overalls; ties; trousers; smocks; greatcoats; berets; blouses; boots and shoes; TEXTILES: webbing pieces; old canvas, webbing, leather, rags, rubber, etc., blankets; curtains; towels; stair carpeting; FURNITURE: settees; sideboards; dressing tables and chairs; dining tables; large quantities of miscellaneous general stores.

April 2	Miscellaneous stores, vehicles	Cavalry Barracks, Butt Road, Colchester	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel. 0206 73171.)

Land Rovers; Fordson 2-ton ET6 and 500E vans; Bedford SP pumps and fire tenders; Coventry Climax forklift trucks; 15 kVA diesel-engined generators; Morris Commercial vans; Thames operations and signals vans; Morris Commercial Minibus; Austin Gipsys; Austin K2 2-ton vans; Austin A40 Countryman cars; machine tools; miscellaneous scientific instruments; tentage; scrap metals; wrist watches; hydraulic trolley jacks; CLOTHING: battledress trousers, blouses; shirts; shorts; jerseys; denim blouses; berets; greatcoats; socks and stockings; raincoats; dress trousers; ankle boots; firewomen's battledress skirts and blouses; TEXTILES: haversacks; web packs; mattresses; tentage; nylon, cotton, tricel and PVC cloth in various lengths; mixed rags, etc.; furniture and kitchenware; large assortment of miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal orders only).

SALE OF GOVERNMENT BUILDINGS

Ex-Government buildings and equipment at RAF Shinfield Park, Reading, RAF White Waltham, Berkshire, and Brock Barracks, Reading, are to be sold by auction at Shinfield Park on March 5. Auctioneers ar e Dunster and Morton, 34 King's Road, Reading, from whom catalogues are available.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

Price **8s. 6d.** (*by post* 9*s.* 8*d.*). Annual Subscription **£6** including postage. and a copy of the Definitions of items and units employed in the Digest.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

ELEPHANTIDE *for all Oil Immersed Electrical Apparatus, such as*
TRANSFORMERS, SWITCHGEAR etc. Also PRESS PAPERS FOR CLOTH FINISHING
B.S. & W. WHITELEY LIMITED
Pool-in-Wharfedale, Yorkshire. Telephone: Arthington 2121. Telex 55103 LONDON OFFICE: 20/23 HOLBORN, LONDON E.C.1. TELEPHONE: 01-242 7646/7

New Books

Guide to the Classification for Overseas Trade Statistics 1970. Published under the authority of the Commissioners of Her Majesty's Customs and Excise. (524 pages. Available from HMSO at £2 5s.; by post £2 6s. 7d.) From 1970 the United Kingdom monthly trade statistics (formerly *Overseas Trade Accounts of the United Kingdom*) will be retitled *Overseas Trade Statistics*. A single integrated classification, *HM Customs and Excise Tariff and Overseas Trade Classification* (available from HMSO at £2 5s.; binder 15s. extra; amendment service £3 per annum), will operate both for duty purposes and for external trade statistics. The *Tariff and Overseas Trade Classification* contains information concerning the entry of imported and exported goods, including their description and appropriate code numbers, the units of quantity to be shown, and the forms to be used, and must be used for the purpose of preparing entry forms for both imported and exported goods. Hitherto, importers have had to classify goods in two ways, for duty purposes and for statistical purposes. Exporters have had to classify goods for statistical purposes from yet another list. This involved three volumes: *HM Customs and Excise Tariff of the United Kingdom of Great Britain and Northern Ireland* (HMSO 1960); the *Statistical Classification for Imported and Re-exported Goods* (the *Import List*); and the *Export List*. The new *Tariff* combines the descriptions of commodities listed in these three publications into one list. This new integrated classification contains about 6,000 commodity headings compared with some 3,000 headings in the *Import List* and *Export List*, which are no longer being published. The prime objective of the combined list and unique coding for each category of imported and exported goods is to facilitate the adoption of computerized procedures at ports and airports, but there are other advantages. The new arrangement of the tariff is similar to the old one, since both are based on the international system of classification known as the Brussels Nomenclature. There is, however, a clear improvement in the combined presentation of the tariff and statistical descriptions; and the use of a single code number for imports, instead of two, is to be welcomed. Exporters may have to familiarize themselves with the Brussels Nomenclature since the order and groupings of the headings in the *Export List* followed those of the *Standard International Trade Classification (Revised)*; but they will gain from the possibility of easier correlation with customs requirements in other countries, many of whose tariffs are also based on the Brussels Nomenclature. Users of statistics will benefit because in future it will be possible to compare imports or exports of individual commodities to an extent which was not possible under the previous system. The *Guide to the Classification for Overseas Trade Statistics* (which may be published annually) is intended primarily for users of the statistics of overseas trade. It sets out the trade descriptions and code numbers under which goods imported or exported from the United Kingdom or the Channel Islands are classified for the purposes of the overseas trade statistics. These trade descriptions are listed in the order of the United Nations' *Standard International Trade Classification (Revised)* (SITC(R)), which provides headings corresponding directly with those of the Brussels Tariff Nomenclature. The SITC(R) numbers are given on the left hand side of the page and the tariff/trade code numbers are given on the right hand side. The *Guide* can be divided broadly into five sections. The first section is a list of recognized designations of countries. The second section consists of descriptions of commodities arranged in SITC(R) order with the corresponding tariff/trade code numbers; the third and fourth sections are correlations of the 1969 and 1970 classifications – listing the code numbers of the 1969 *Export List* and the 1969 *Statistical Classification for Imported Goods and Re-exported Goods* (the *Import List*) with their corresponding 1970 code numbers. The fifth section is an alphabetical index of commodities. To assist exporters, who may not be familiar with the Brussels Nomenclature, the export correlation has been printed additionally (for this year only) as a separate publication, **Export Trade Statistics Correlation of Classifications 1969-1970** (86 pages. Available from HMSO at 10s.; by post 10s. 4d.) Any inquiries about the new series of published trade statistics should be made to Statistics Division, Board of Trade, Hillgate House, 35 Old Bailey, London EC4 (Tel. 01-248 5757, Ext. 356). Fully detailed statistics will be available through the Bill of Entry Service on the payment of a fee to cover the cost of reproducing the information, and applications for complete details should be made to HM Customs and Excise Statistical Office, Bill of Entry Service, 27 Victoria Avenue, Southend-on-Sea SS2 6AL (Tel. 0702-49421).

British Exports 70. (1,478 pages. Kompass Publishers Ltd., RAC House, Lansdowne Road, Croydon CR9 2HE. £8 8s. in the United Kingdom; free to overseas buyers.) This is the second edition of an annual guide to the products of British industry which are available in world markets; the first edition was described in the *Board of Trade Journal* for January 24, 1969 (page 216). Its enlarged reappearance is proof of the success of the earlier edition; and although the format and basic contents remain the same, this new edition has been thoroughly revised. More exporters are included; the products section headings have been increased from 15,000 to 18,000; the foreign language indices (French, German and Spanish), and the section on firms offering export services have been enlarged; and a new type face gives greater clarity to the page. The publisher has continued the feature whereby in the products section the name of the exporter is followed by a numerical code which indicates the areas of the world in which he is interested in exporting. To tie in with this, in the exporters section there are details of a total of 70,000 overseas agencies, listed by export area, against the names and addresses of United Kingdom exporters. This year the volume contains a separate 14-page hotels supplement which has been included for the use of overseas buyers planning their visits to the United Kingdom. After the free overseas distribution has been completed, a limited number of copies will be on sale in the United Kingdom at 8 guineas each.

Instalment Credit, edited by Aubrey L. Diamond. *British Institute Studies in International and Comparative Law No. 4*. (254 pages. Published under the auspices of the British Institute of International and Comparative Law by Stevens and Sons. £4 8s.) The core of the instalment credit problem is this: how can due payment best be enforced, and can extra money be received to cover the cost of giving credit and the risks of loss? When these practical economic questions are settled, the legal questions must be considered. What form shall the transaction take? What are the parties' rights and against whom? Are legal controls necessary, and if so how should they be formulated? *Instalment Credit* discusses the questions which face all those persons actively concerned in the finance and practice of hire purchase today, and focuses attention on the archaic legal structure which seriously impedes the conduct of normal business transactions by finance companies. The book derives from the work of an International Conference on Instalment Credit, which was organized by the British Institute of International and Comparative Law at Cambridge in July 1968. It is a wide ranging comparative investigation into the state of the law which involves businessmen and economists, as well as lawyers in industry, commerce, private practice, and the universities and is published at a time when the Crowther Committee is undertaking an examination of consumer credit in this country.

The Joint Committee on Measurement and Pre-packing of Goods consists of industrial members and representatives of the Institute of Statistics, the Institute of Weights and Measures Administration, and the Board of Trade and the Ministry of Technology, the two departments which are mainly concerned with weights and measures. Under the sponsorship of the Confederation of British Industry it has for the past three years worked on problems that arise from modern techniques of prepacking. It has, therefore, expanded and developed on a national scale work which was begun privately by a few statisticians, in cooperation with a few representatives of the Institute of Weights and Measures Administration and the Board of Trade (the 'National Project Group'), under the chairmanship of Dr. W. R. Buckland of the Economist Intelligence Unit. **Guide to Good Practice in Weights and Measures in the Factory.** (36 pages. Confederation of British Industry, Print and Publications Department, 21 Tothill Street, London SW1. (15s.) is the first of two publications which have been prepared by the Joint Committee on Measurement and Pre-Packing of Goods, arising out of the requirements of the Weights and Measures Act 1963. It sets out to show the manufacturer or packer the kind of steps that he might take to control the quantity packed, both in order to comply with the 1963 Act, and to carry out his business efficiently. It also indicates to weights and measures inspectors what type of records and control systems they may justifiably expect to find in factories. An appendix describes the setting-up of a volume control scheme. **Evaluation and Testing of Automatic Checkweighing Machines.** (63 pages. Confederation of British Industry, Print and Publications Department, 21 Tothill Street, London SW1. £2) is the second document which has been produced by the Joint Committee. The main purpose of this publication is to provide a ready reference, in simple terms, for industry as a whole, to the means of evaluating and testing automatic checkweighers. Since a treatise on checkweighers in isolation cannot provide the answers to many of the packing problems, an attempt is made to show how to assess generally the primary production and attendant equipment, together with their joint effect, so as to be better able to attain the objectives laid down in the main guide. In order to achieve this purpose a number of diagrams, statistical tables and notes has been provided in the appendix. Thus in the tables included in the appendix (series 1A, 2A, etc.) means are provided for estimating the optimum setting of a checkweigher and filling machine combination to achieve the objective in the *Guide* of not more than 2½ per cent in considerably deficient packs.

There are 7,000 publications – daily newspapers, weeklies, periodicals and trade magazines – serving the Italian market. This fact is stated in **Advertising Conditions in Italy** (22 pages. Institute of Practitioners in Advertising, 44 Belgrave Square, London SW1. 5s.), which gives information on the general aspects of the Italian economy, including advertising expenditure statistics over the last five years. A section dealing with the mass media gives detailed data on newspapers, radio, TV, cinema and posters. There are also details of research facilities, agency services, and the law and taxes relating to advertising.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1969		123 p				103									37
1967															
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	140	138	111	102	131	121	128	138	136	117	103	–11	13
2nd quarter	115	124	139	141	112	104	133	135	136	131	130	52	32	– 8	– 3
3rd quarter	117	122	141	143	113	103	137	142	142	133	132	–19	–24	–14	– 1
4th quarter		123 p				103									28
1969															
August		123				105									
September		122				103									
October		121 p				103									
November		124 p				104									
December		124 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,566	114	105	–381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,785	115	112	– 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	515	175	24,476	129	120	–283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159	147	–265
1969	118 p	125 p	131·8	*5·4*	125·0 p	115·9 p	197·2	538	200		167	168	
1967													
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	138	109	–255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	158	143	– 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	158	139	–101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	160	156	– 66
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	196·7	499	206	24,324	163	155	26
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·6	527	195		169	164	65
3rd quarter	116	131 p	132·0	*5·0*	126·1	116·5	197·8	581	192		168	175	141
4th quarter	118 p	125 p	133·7	*5·1*	127·3 p	117·9 p	201·5	545	207		169	178	
1969													
August	115	132 p	131·8	*4·9*	127·0	116·4	197·5	585	192		166	182	
September	116	131 p	132·2	*5·1*	126·4	117·0	198·8	580	199		166	178	
October	116 p	129 p	133·2	*5·4*	125·9	117·5	199·0	555	202		171	178	
November	117 p	124 p	133·5	*5·4*	127·5	117·9	200·7	536	206		168	179	
December	118 p	125 p	134·4	*4·7*	128·4 p	118·4 p	204·8	545	214		170	177	
1970													
January			135·5	*5·0*	128·5 p	118·8 p	206·0	530	206		166 p	182 p	
February								512 p	202 p				

† Not seasonally adjusted. ‡ Including re-exports.

Office development statistics in the fourth quarter and year 1969

Summary

FEWER OFFICE development permits were issued in 1969 than in 1968, largely because of relaxations in the control during the year. The total floor area covered by permits issued was, however, higher than in 1968.

In the fourth quarter of 1969 both the number of permits and the gross area covered were lower than in either of the two previous quarters.

Fourth quarter 1969

In the fourth quarter both the number of permits and the gross area covered by them were smaller in total, for the three Economic Planning Regions covered by the office development control, than in either of the two previous quarters. The 1968 figures showed a similar pattern.

In the fourth quarter 108 permits were issued covering 3·1 million sq. ft., compared with 116 permits for 3·4 million sq. ft. in the previous quarter. Applicants for permits issued in the fourth quarter stated that 748 thousand sq. ft. of floor space applied for would be offset by demolition of existing offices or conversion to non-office use. If permits for the continuing use of existing offices are also deducted, the net potential addition to office space in the fourth quarter was 2·3 million sq. ft., compared with 2·0 million sq. ft. in the previous quarter.

Annual comparisons

Comparisons of the figures for the year 1969 with those for 1968 are affected by changes in the scope of the control in the early part of 1969, details of which are given in the notes to the tables. The total area of the 524 permits issued in 1969 was 15·2 million sq. ft. In 1968, 661 permits covering 13·9 million sq. ft. were issued, but these figures would have been considerably lower had the changes in the control referred to operating during 1968.

Included in the 1969 total were 119 permits, with a floor area of 1·1 million sq. ft. for change of use from non-office to office use and 40 permits, 1·4 million sq. ft. in area, for continuing use as offices. In terms of area, the 1968 figures for these two categories were 1·1 million and 0·4 million sq. ft. respectively.

Gross area and area relinquished

The total floor area of permits issued in 1969, 15·2 million sq. ft., was claimed by the applicants to be offset by space relinquished, by demolition or change of use, amounting to 3·6 million sq. ft., 24 per cent of the total area. The proportion of total area offset by relinquishments in 1968 was 39 per cent and in 1967 30 per cent.

Regional distribution

Although parts of the country previously controlled were removed from control early in 1969, the number of permits issued in the South East Planning Region, the whole of which remained controlled was, at 89 per cent, a slightly lower proportion of the total in 1969 than in 1968. The total area covered by permits for this region in 1969 was 13·3 million sq. ft., compared with 1·0 million in the West Midland and 0·8 million in East Midland Regions, the mainly rural parts of which were removed from control in February 1969, when the whole of East Anglia was also decontrolled.

Within the South East, 154 permits were issued for Central London, for 6·3 million sq. ft., of which 35 per cent was offset by relinquishments. In the Rest of the Greater London Council area 196 permits for 3·6 million sq. ft., with 23 per cent offset, were issued, and in the Rest of the Metropolitan Area the corresponding figures were 82 permits, 2·0 million sq. ft. and 19 per cent relinquished.

Size of permits

Table 3 gives a distribution, by size, of permits issued. This has been affected by the changes in the control listed in the notes, which have tended to thin out the numbers of permits issued in the lower size ranges. In the larger size ranges there has been a fairly steady increase year by year in the number of permits issued.

Previous articles

This series of statistics was introduced in the *Board of Trade Jo urna* of September 27, 1968. Other articles have since been published, the most recent being in the *Journal* of November 12, 1969.

Table 1. Office development permits – regional totals

	Total			South East Region			West Midland Region			East Midland Region			East Anglia Region		
	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished
1965 Aug.-Dec.	175	2,701	1,070	165	2,655	1,056	10	46	14	—	—	—	—	—	—
1966	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	9
1967	726	9,171	2,720	525	7,097	2,289	103	1,076	161	61	534	175	37	464	95
1968	661	13,852	5,415	594	12,018	5,184	34	1,106	32	18	398	62	15	330	137
1969	524	15,169	3,599	464	13,276	3,540	33	1,003	33	25	847	13	2	43	13
1965 Aug-Sept.	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th quarter	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st quarter	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd quarter	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd quarter	122	1,123	564	103	972	502	15	116	32	} 19	218	33	} 8	54	9
4th quarter	170	2,086	723	126	1,718	676	21	131	35						
1967 1st quarter	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	134	34
2nd quarter	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd quarter	128	1,561	617	100	1,152	554	15	239	60	8	96	—	5	74	3
4th quarter	131	2,538	715	116	2,216	633	9	161	43	} 6	145	9	7	179	44
1968 1st quarter	124	2,173	1,115	114	1,962	1,101	3	48	—						
2nd quarter	179	4,484	1,701	156	3,787	1,611	15	523	22	3	56	20	5	118	48
3rd quarter	197	4,039	1,541	181	3,650	1,509	8	257	7	3	29	10	5	103	15
4th quarter	161	3,156	1,058	143	2,619	963	8	278	3	7	179	23	3	80	69
1969 1st quarter	178	3,713	590	153	3,162	577	14	347	—	9	161	—	2	43	13
2nd quarter	122	4,923	1,103	110	4,362	1,067	3	164	30	9	397	6			
3rd quarter	116	3,398	1,158	107	3,151	1,155	7	215	3	2	32	—			
4th quarter	108	3,135	748	94	2,601	741	9	277	—	5	257	7			

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.
The main breaks in comparability in the quarterly totals are indicated by lines.

Table 2. Selected sub-divisions of planning regions

	London Metropolitan Region (included in South East Planning Region)								
	Greater London Council Area								
	Total (Metropolitan Region)			Total (GLG Area)			Central London Area		
	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished
1965 August-December	165	2,655	1,056	94	1,851	906	33	1,242	587
1966	371	4,495	1,867	211	2,929	1,582	69	1,229	676
1967	441	6,160	2,095	256	4,522	1,769	84	2,483	1,052
1968	566	11,176	5,045	296	8,700	4,569	127	6,601	4,051
1969	432	11,902	3,433	350	9,945	3,069	154	6,308	2,237
1965 August-September	78	1,055	485	48	861	463	19	574	284
4th quarter	87	1,600	571	46	990	443	14	668	303
1966 1st quarter	87	1,064	374	53	697	284	17	203	61
2nd quarter	80	948	362	41	528	305	14	225	97
3rd quarter	97	929	494	54	595	401	15	246	237
4th quarter	107	1,554	637	63	1,109	592	23	555	281
1967 1st quarter	123	1,988	553	69	1,245	475	17	541	245
2nd quarter	117	1,235	464	67	931	332	22	495	243
3rd quarter	94	1,035	554	61	815	526	18	372	247
4th quarter	107	1,902	524	59	1,531	436	27	1,075	317
1968 1st quarter	109	1,738	1,068	55	1,364	999	24	1,159	946
2nd quarter	147	3,561	1,581	86	2,879	1,370	33	1,970	1,190
3rd quarter	170	3,307	1,433	83	2,653	1,330	44	2,027	1,105
4th quarter	140	2,570	973	72	1,804	870	26	1,445	810
1969 1st quarter	144	2,942	561	98	2,284	406	34	1,522	240
2nd quarter	103	3,714	1,039	90	3,149	968	46	2,212	720
3rd quarter	101	2,999	1,111	88	2,635	1,071	44	1,649	907
4th quarter	84	2,247	722	74	1,877	624	30	925	370

	London Metropolitan Region (included in South East Planning Region)						West Midlands Conurbation (included in West Midland Planning Region)		
	Greater London Council Area								
	Rest of GLC Area			Rest of Metropolitan Area					
	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished
1965 August-December	61	609	319	71	804	150	10	46	14
1966	142	1,700	906	160	1,566	285	68	459	109
1967	172	2,039	717	185	1,638	326	46	520	129
1968	169	2,099	518	270	2,476	476	16	935	17
1969	196	3,637	832	82	1,957	364	17	555	—
1965 August-September	29	287	179	30	194	22	—	—	—
4th quarter	32	322	140	41	610	128	10	46	14
1966 1st quarter	36	494	223	34	367	90	33	236	43
2nd quarter	27	303	208	39	420	57	15	79	19
3rd quarter	39	349	164	63	334	93	13	109	32
4th quarter	40	554	311	44	445	45	7	35	15
1967 1st quarter	52	704	230	54	743	78	15	104	2
2nd quarter	45	436	89	50	304	132	19	220	26
3rd quarter	43	443	279	33	220	28	8	114	58
4th quarter	32	456	119	48	371	88	4	82	43
1968 1st quarter	31	205	53	54	374	69	} 5	356	7
2nd quarter	53	909	180	61	682	211			
3rd quarter	39	626	225	87	654	103	6	79	7
4th quarter	46	359	60	68	766	93	4	225	3
1969 1st quarter	64	762	166	46	658	155	6	112	—
2nd quarter	44	937	248	13	565	71	2	136	—
3rd quarter	44	986	164	13	364	40	4	169	—
4th quarter	44	952	254	10	370	98	5	138	—

(Continued on next page)

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 4*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*), No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 10*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 4*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 10*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*), No. 18 Work Flow in Batch Production **3s.** (3*s.* 3*d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Table 3. Size analysis of permits

Thous. sq. ft.	Total								South East Planning Region							
	1966		1967		1968		1969		1966		1967		1968		1969	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	44	62	84	88	71	104	60	80	37	52	78	79	70	103	57	76
3–10	345	1,982	465	2,621	337	1,901	211	1,198	258	1,498	325	1,836	331	1,862	206	1,166
11–20	64	899	98	1,375	133	1,962	90	1,362	53	755	67	912	98	1,424	67	997
21–50	39	1,142	57	1,806	75	2,355	92	2,871	34	1,014	34	1,128	54	1,687	70	2,173
Over 50	15	1,451	23	3,281	46	7,805	71	9,658	14	1,383	21	3,142	41	6,942	64	8,864
Total	507	5,536	726	9,171	662	14,127	524	15,169	396	4,702	525	7,097	594	12,018	464	13,276
Average Area per permit		10·9		12·6		21·3		28·9		11·9		13·5		20·2		28·6

West Midland Planning Region								
1966		1967		1968		1969		
No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	
7	10	73	389	4	18	5	22	
65	351							
8	98	16	237	20	297	10	160	
4	103	14	450	6	203	13	424	
—	—			5	863	5	397	
84	562	103	1,076	35	1,381	33	1,003	
	6·7		10·4		39·5		30·4	

Thous. sq. ft.	East Midland Planning Region								East Anglia Planning Region							
	July-Dec. 1966		1967		1968		1969		July-Dec. 1966		1967		1968		1969	
	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area	No.	Gross Area
Up to 3	—	—	49	284	—	—	3	14	—	—	23	121	—	—	—	—
3–10	15	94							—	—						
11–20	4	124	7	105	9	110	12	191	8	54	8	121	9	153		
21–50			5	145	9	288	10	642	—	—	6	222	6	177	2	43
Over 50			—	—	—	—			—				—	—	—	—
Total	19	218	61	534	18	398	25	847	8	54	37	464	15	330	2	43
Average Area per permit		11·5		8·8		22·1		33·8		6·8		12·5		22·0		21·5

In some instances, in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.

NOTES TO TABLES

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964 for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Journal* of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midland Planning Regions not already controlled and the whole of East Midland and East Anglia Planning Regions came under control on July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969, this change was extended to the areas of the Metropolitan Region outside Greater London.

Modification of control. From April 1, 1969, office development permits are in most cases no longer needed for developments within the curtilage of an industrial building for which an industrial development certificate is issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued and an area of net relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the *Journal* of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre, as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965. The West Midlands Conurbation is defined in the Control of Office Development (Designation of Areas) Order, 1965, as amended by the West Midlands Order 1965 (page 406, *Board of Trade Journal*, August 20, 1965).

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

General index of retail prices for January

THE DEPARTMENT of Employment and Productivity announce that at January 20, 1970 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 135.5 compared with 134.4 at December 16, 1969. The principal changes during the month were rises in the prices of household coal and coke, bread, potatoes and other fresh vegetables and a fall in the average price of eggs. The changes in the prices of vegetables and eggs were largely seasonal.

New companies registered in Northern Ireland

IN THE MONTH of January 1970, 18 private companies with a total nominal capital of £242,100 and two public companies limited by guarantee and not having share capitals were registered in Northern Ireland.

In the same month of 1969, 26 new companies were registered with a nominal capital of almost £82,000.

Government Publications

required by customers in the West of England may be obtained quickly from

Her Majesty's Stationery Office, 50 Fairfax Street, Bristol, BS1 3DE

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for December, 1969 was 135 (1965=100), 7 per cent higher than December 1968 and 10 per cent higher than December 1967.

The index for all kinds of business for the year 1969 was 114 compared with 109 for 1968 and 103 for 1967. The increase between 1968 and 1969 was, therefore, 4 per cent compared with 6 per cent between 1967 and 1968. Although the pattern of sales varied in the different main groups the overall trend remained upward and, with the exception of February when there was no change, each month the index was higher than in the corresponding month a year earlier. The increases ranged from 1 per cent to 9 per cent.

There was a steady increase in estimated average prices during 1969 and the price index for December of 117.8 (1965=100) was about 5 per cent higher than for December 1968. It is estimated that, taking the increase in prices into account, the volume of goods sold was approximately 2 per cent less in 1969 than in 1968. This compares with an increase of 1½ per cent between 1967 and 1968.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week ***and percentage increases compared with a year earlier***

1965 = 100

	All kinds of business		Food shops		Non-food shops							
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	1	109	3	100	1	95	-3	99	1	103	2	94	3
1968	109	6	118	8	104	4	100	4	106	7	107	3	101	7
1969	114	4	125	6	107	3	104	4	109	3	108	2	104	3
1968 1st quarter	106	7	114	6	101	8	94	7	109	17	106	6	92	6
2nd quarter	109	6	119	7	103	5	97	3	107	13	107	3	96	9
3rd quarter	107	6	115	7	103	5	93	3	103	6	110	4	93	8
4th quarter	115	5	125	12	109	1	115	4	104	-6	104	—	124	5
1969 1st quarter	109	3	126	11	98	-3	92	-1	96	-12	104	-2	88	-4
2nd quarter	115	5	128	8	106	3	103	6	113	6	107	—	102	7
3rd quarter	111	4	120	5	106	3	96	3	110	7	113	2	95	2
4th quarter	121	5	127	1	117	7	125	9	116	11	110	6	132	6
1968 December	125	2	127	8	124	-1	134	2	104	-13	113	-2	168	5
1969 January	113	7	122	11	108	4	106	—	110	-8	112	10	92	1
February	106	—	126	10	94	-7	86	-4	92	-11	104	-6	74	-14
March	106	1	129	12	92	-7	86	—	86	-17	96	-9	98	—
April	114	3	132	10	103	-2	98	5	106	-3	105	-4	98	-2
May	118	4	130	8	111	2	108	12	113	6	113	-4	104	8
June	113	9	124	8	106	9	104	2	120	15	103	9	105	16
July	116	5	121	7	113	4	104	8	116	7	120	1	100	5
August	113	3	125	8	105	—	92	—	110	5	115	-1	89	—
September	105	3	115	—	99	6	91	1	104	8	103	9	94	-1
October	113	3	123	1	107	4	108	6	114	4	103	—	112	11
November	115	4	127	—	108	7	123	12	106	7	102	5	106	3
December	135	7	130	2	137	11	144	7	128	23	126	12	178	6

Record number of visitors from United States last year

MORE THAN 1,145,000 visitors from the United States came to Britain last year, reports the British Tourist Authority. This was a rise of 267,000 (30 per cent) on the record breaking year 1968. It was also the first time that Britain has received more than a million United States tourists in one year.

There was also a record number of 2,340,000 visitors from European countries – an increase of 399,000 (21 per cent) on the previous year. European countries recording big increases included France (655,000 visitors – up 29 per cent), Germany (424,000 visitors – up 19 per cent), Holland (295,000 visitors – up 16 per cent), Belgium and Luxembourg (199,000 visitors – up 20 per cent) and Italy (160,000 visitors – up 24 per cent). Every European country registered an increase in visitors to Britain last year.

Other big increases came from Japan (59,000 visitors – up 39 per cent), South Africa (59,000 visitors – up 20 per cent), Argentina (19,000 visitors – up 29 per cent), Brazil (22,000 visitors – up 18 per cent), Mexico (24,000 visitors – up 35 per cent).

A British Tourist Authority spokesman said that total foreign tourist arrivals in Britain last year numbered 3,846,000 – an increase of 738,000 (24 per cent) on 1968. He said that details of tourist arrivals from Commonwealth countries were not yet available. It was estimated that these were also considerably higher than in the previous year.

'We estimate', said the BTA spokesman, 'that, including visitors from the Irish Republic, the grand total of tourist arrivals in Britain in 1969 exceeded five-and-three-quarter million – an increase of a million over the record 1968 total.'

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Salt for December 1969
Foam Backing, Foam Laminating and Fabric-to-Fabric Bonding for December 1969
Rubber for November 1969
Pottery and Electrical Ware for December 1969

Quarterly at 7s. 6d. a year post free:

Scientific and Industrial Instruments and Apparatus for Third Quarter 1969
Warp Knitted Fabrics for Third Quarter 1969
Hosiery and other Knitted Goods for Third Quarter 1969
Leathercloth for Fourth Quarter 1969
Pens and Pencils for Fourth Quarter 1969
Organic Chemicals for Fourth Quarter 1969

A complete list of titles in the production Series was last published in the *Board of Trade Journal* on February 18, on the back page.

Civil Aviation Series:

Airline Operations for October 1969

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (*M*)
Air Passengers (*M*)
Air Freight and Mail (*M*)
Airline Operations (*M*)
Airline Operations (*Q*)
Domestic Passenger Traffic (*Q*)
Air passengers – international and cabotage (***A***)

Films Acts, 1960 to 1966: Registration statistics for the year ended December 31, 1969

Table 1. Summary of Registrations (corresponding 1968 figures in brackets)

Playing Time	Number of Films						Registered Playing Time (Minutes)					
	British				Foreign		British				Foreign	
	Quota		Non-Quota				Quota		Non-Quota			
Over 72 minutes	71(†)	(71)	—	(—)	294	(289)	7,424	(7,165)	—	(—)	28,648	(27,894)
33⅓ to 72 minutes	14	(17)	—	(—)	22	(16)	741	(927)	—	(—)	1,341	(990)
Under 33⅓ minutes	104(‡)	(173)	—	(2)	105	(127)	1,536	(2,129)	—	(23)	1,157	(1,295)
Newsreels	211	(208)	—	(—)	—	(—)	1,625	(1,574)	—	(—)	—	(—)

(†) Includes two films made in accordance with the terms of the Franco-British Films Co-production Agreement, 1965, and one film from Canada made by a Government Department.
(‡) Includes nine films from Canada, eight of which were made by a Government Department, and one film from Australia made by a Government Department.

Table 2. Countries of origin of foreign films registered

Country of Origin	Playing Time		
	Over 72 minutes	33⅓–72 minutes	Under 33⅓ minutes
Bulgaria	—	—	1
China	—	1	—
Cuba	1	—	1
Czechoslovakia	3	1	—
Denmark	3	—	2
France	31	2	7
Germany (Federal Republic)	22	1	—
Germany (East)	—	1	—
Greece	3	—	—
Hungary	4	—	3
Israel	1	—	—
Italy	38	1	2
Japan	6	2	—
Liechtenstein	4	—	—
Mexico	—	1	—
Netherlands Antilles	1	—	—
Poland	2	—	1
South Africa	—	—	2
Spain	3	—	—
Sweden	14	—	3
Switzerland	—	—	3
United States	126	9	71
USSR	4	—	1
Yugoslavia	1	1	6

Country of Origin	Playing Time		
	Over 72 minutes	33⅓–72 minutes	Under 33⅓ minutes
Joint Productions			
Austria/Italy	1	1	—
France/Germany (Federal Republic)	2	—	—
France/Italy	7	—	—
Germany (Federal Republic)/Italy	1	—	—
Germany (Federal Republic)/Yugoslavia	1	—	—
Italy/Spain	6	—	—
United States/India	1	—	—
France/Germany (Federal Republic)/Italy	2	—	—
France/Italy/Spain	1	—	—
France/Italy/United States	1	—	—
Germany (Federal Republic)/Italy/Spain	1	—	—
Switzerland/Yugoslavia/United States	1	—	—
Others	2†	1‡	2§
Totals	294	22	105

† One of these films was made by a Commonwealth company, and one by a United Kingdom company, but application was not made for British registration.
‡ This film was made by a United Kingdom company, but application was not made for British registration.
§ One of these films was made by a Commonwealth company, and one by a United Kingdom company, but application was not made for British registration.

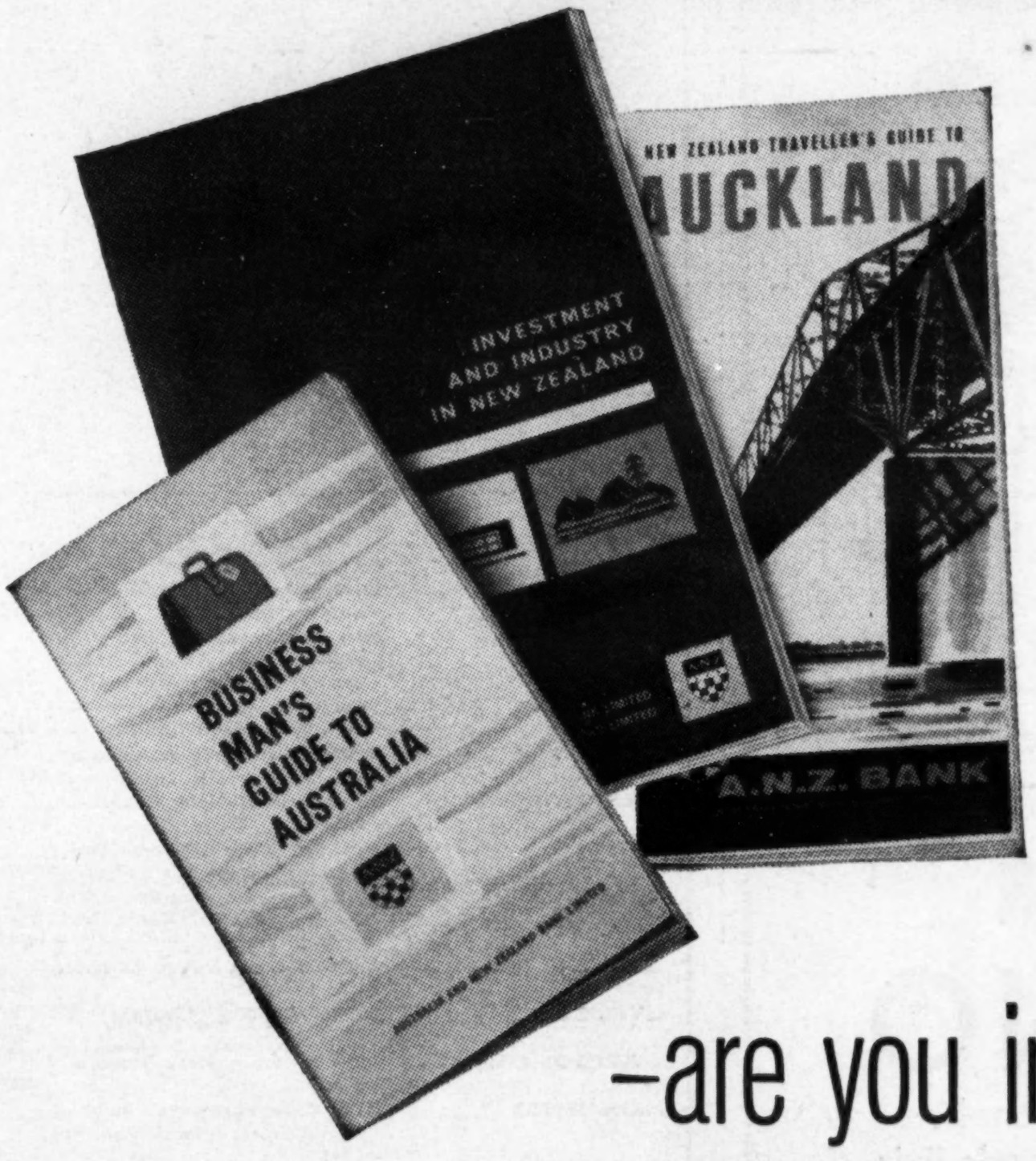
Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 27, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Spring and Port Wine	Br/E 34694	101	February 23	Warner-Pathe Distributors Ltd.	Memorial Enterprises Ltd.
Rhubarb	Br/E 34698	37	February 24	" "	Avalon Productions Ltd.
A Deb in Sicily	Br/E 34700	14	February 24	D.U.K. Films Ltd.	D.U.K. Films Limited
Legend of the Witches	Br/E 34701	85	February 25	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
Mumsy, Nanny, Sonny & Girly	Br/E 34703	102	February 25	Cinerama International Releasing Org.	Brigitte Films Ltd.
Movietone News 2125	Br/E 34649	9	February 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2125A	Br/E 34650	7	February 27	" "	"
Pathe News 70-16	Br/E 34596	7	February 27	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 70-17	Br/E 34597	8	February 27	" "	" "
				FOREIGN	
Beep Prepared	F 34695	6	February 23	Warner-Pathe Distributors Ltd.	Warner Brothers Productions Inc.
The Olympics in Mexico	F 34696	116	February 23	Columbia Pictures Corporation Ltd.	Division of the Motion Picture Organizing Committee of XIX Olympic Games, Mexico.
Castle Keep	F 34697	107	February 23	" "	Columbia Pictures Industries Inc.
Happening in White	F 34699	47	February 24	S.F. Film Distributors Ltd.	Gunter Sachs, Valbella (Graubunden), St. Moritz.
More	F 34702	116	February 25	Tigon Pictures Ltd.	Doric Films S.A., Fribourg, Switzerland.
The Peace Game (The Gladiators)	F 34704	91	February 25	Gala Film Distributors Ltd.	Sandrews Film and Teater AB, Stockholm.

NOTE:
The registration of the film 'Schooners of the Caribbean' (F 34624) registered on February 12, 1970, has been amended to a British quota film (Br/E 34624) with effect from that date.

Information about Australia and New Zealand



–are you interested?

With more than 1,100 branches and agencies we know our countries well, and our booklets "Business Man's Guide to Australia", "Investment and Industry in New Zealand" and "New Zealand Traveller's Guide to Auckland" will tell you all you'll want to know.

These are only three of our many publications. All are available at our Head Office in London.

To obtain your free booklets contact us today.

A.N.Z. Bank

AUSTRALIA AND NEW ZEALAND BANK LIMITED
HEAD OFFICE: 71 CORNHILL, LONDON, E.C.3. TEL: 01-283 1281
with E. S. & A. Bank, a member of Australia and New Zealand Banking Group Limited

BRNO

International Consumer Goods Fair
April 21-28, 1970

- opens up new possibilities for establishing business contact in export-import trade
- means a new orientation in the wide range of consumer goods for manufacturing and trading firms

April 21st - 24th reserved for contracting and business talks

Czechoslovakia

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815
In the reign of King George III
AND STILL THE LEADERS

		Telephone Numbers
LONDON: Head Office	St. Mary Axe House, St. Mary Axe, London, E.C.3.	01-283 8030
London Airport	101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.	01-759 3722
BIRMINGHAM	(Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
IPSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
PRESTWICK	Cargo House, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR.	0703-23731

In association with offices in Johannesburg, Montreal, New York, Paris and Toronto.

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

"A MEMBER OF THE MANIFORD TRANSPORT SERVICES GROUP OF COMPANIES"

Exhibitions and Fairs

Multi-country business at Cologne Hardware Fair

by H. Mock, British Embassy, Bonn

THE COLOGNE International Household Goods and Hardware Fair held from February 15 to 18 this year took place under rather unfavourable weather conditions. Snow and ice prevented many indigenous buyers from visiting the fair and so caused a 9 per cent decrease in the number of German visitors. Nevertheless, the fair attracted a total of 55,200 visitors of which 12,700 were foreign buyers from 62 countries. 1,804 direct exhibitors and 366 additionally represented firms from 30 countries showed a complete range of household and hardware products in all 14 halls of the exhibition ground covering a net exhibition area of 82,193 square metres.

92 British exhibitors

Once again Britain supplied the largest contingent of foreign exhibitors, with 92 direct exhibitors and 40 additionally represented firms. Of this total, 87 firms participated in the joint venture scheme sponsored by seven trade associations under the auspices of the Board of Trade. Their stands were situated in 12 different locations on the fairground in their appropriate product sections.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, discusses features of export lawn mowers with Birmid Qualcast executives Mr. Brian Stanley, export sales manager (left), and Mr. Eric Pollicott, sales director. They are pictured on the company's stand at the Cologne International Hardware Trade Fair. The Federal Republic of Germany is one of the largest export markets for lawn mowers produced by Birmid Qualcast (Home and Garden Equipment) Ltd., which last year exported approximately half a million machines.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, visited the fair at the invitation of the Cologne Fair authorities. Although her stay was short, Mrs. Dunwoody delighted British exhibitors by visiting all the British joint venture stands and showing a keen interest in the products on display. Although the British exhibitors met with varying degrees of success, the general impression is that this was once more an excellent fair for the participating British firms. At the end of the fair, 52 out of 87 firms were able to estimate that firm orders received during the event amounted to £456,000. It was the second participation in this fair of the Birmingham Engineering and Building Centre with 11 member firms. These companies were most impressed by the overall level of interest shown in their components. They made a large number of contacts which would have taken them a long time to establish had they not exhibited in Cologne. Due to the nature of the products involved, it was very difficult to assess the immediate success of their participation, but without exception all exhibitors on this joint stand were very pleased with the number of inquiries received for submission of offers to customers' specifications, though these did not include many of German origin.

Mr. Bennett of Lewis Spring Products Ltd., who had come to Cologne for the first time, explained that he had come out to meet German manufacturers but that his success was really with countries other than Germany. He received inquiries from buyers in 14 countries, all of which could be very interesting. On the other hand, the retail packs of tool clips manufactured by this company attracted a lot of interest from German buyers which could lead to substantial orders.

'Most important market for United Kingdom hardware'

The four different joint stands sponsored by the Hardware Manufacturers' Association included 35 British firms showing all kinds of household articles, fittings and locks. Many of these firms are now regular exhibitors at this fair; a few were newcomers. Amongst the Common Market countries, the Federal Republic has become the most important market for them and the volume of exports to the Federal Republic of Germany has progressively been increasing during the past years. In addition, the members of the group reported keen interest from all other European countries and also from Canada, the United States, Hungary, Greece, Finland, Israel, South Africa, and from the Middle and Far East. Comments received from the group varied from 'highly satisfied' to 'delighted'. It was very rewarding for Bradley and Co. to receive for the first time a visit from the buyer of one of the largest Federal German Republic departmental store groups who placed an initial order for Bradley's ironing boards, and for Dunbee (Export Sales) Ltd., who received a substantial order for their sliding doors from an important German mail order house.

£6 million horticultural exports

The Federation of British Horticultural Exporters have for some time been organizing a joint venture participation in the Cologne Fair twice yearly. Mr. Loewenthal, chairman of the Federation, explained that although the autumn event is of greater importance to his members, the 14 firms exhibiting at this spring fair were highly satisfied with the inquiries and orders received during the event. It is hoped that there will be sufficent space available at the autumn 1970 event to include additional firms who have already expressed interest in participating. Mr. Loewenthal who has now been exhibiting at Cologne for nine consecutive years on behalf of his own company, Tudor Accessories Ltd., commented that the number of visitors to the Group's stand had decreased this time, but that this was fully offset by the quality of the buyers visiting their stands. For the first time his own company had received a very good initial order from Japan, and had once again obtained substantial orders from the Federal Republic of Germany. The annual export of the Federation members is now in the region of £6 million. Last year, exports of garden tools from the United Kingdom to the Federal Republic increased by 49 per cent, and exports of grass and lawn mowers by 66 per cent.

Due to the very strong local competition, cutlery is not an easy product to sell to the Federal German market. However, the truly international character of the Cologne Fair was once more confirmed by the fact that some of the firms included in the joint stand organized by the United Kingdom cutlery and silverware Manufacturers' Association did excellent business with countries other than Germany. One firm who exhibited in Cologne for the first time received orders for their chromium and silver-plated cutlery amounting to £20,000 from buyers from Belgium, Australia and the Scandinavian countries.

Popular stands

There was no lack of visitors to the stands of the eight members of the Association of Manufacturers of Domestic Electrical Appliances. A large number of inquiries was received from EFTA, EEC and other overseas countries and these are expected to lead to very good business. Imports of domestic electrical appliances from the United Kingdom into the Federal Republic increased by 67 per cent last year.

Equally, an increase in exports from the United Kingdom to the Federal Republic in hand tools (35 per cent) and in electric hand tools (47 per cent) could be noted for 1969.

(Continued on next page)

POSTPONEMENT OF TRADE PROMOTIONS SUPPLEMENT

Owing to printing difficulties the Programme of Trade Promotions, which was due to be published on March 4, has had to be held over until March 11.

COLOGNE HARDWARE FAIR, *continued*

In most cases, the eight member firms of the Federation of British Hand Tool Manufacturers at the Cologne Fair received many inquiries and orders originating from countries on the European Continent.

Business with the Federal Republic was reported to be slow to poor by the firms who represented the United Kingdom Giftware Manufacturing Industry. Despite this and the fact that there were fewer visitors to their stands than at previous years, new contacts with buyers from other European countries were made and the firms viewed the result of participation as very satisfactory.

'Quiet and normal'

As this important large fair at the beginning of each year is usually regarded by Federal German commerce and industry as the barometer for future price and trade developments, close attention was paid to the general outcome of the fair. At the closing day of the event, representatives of German industry and commerce commented that this fair could be regarded as a quiet and normal one without anything startling having taken place. Prices for household goods and hardware had already been increased by an average of 10 per cent at the beginning of this year and had generally been accepted. For this reason, discussions were predominently on the marketing, delivery, quality and design factors. With the exception of certain types of hand tools and building fittings, there are no problems over periods of delivery. Orders received by German manufacturers from foreign buyers were almost equal in number to those from local buyers.

Discussing and examining British products at the Cologne Hardware Fair.

'Unqualified success' at Toronto Hardware Show

by J. F. Hill, British Government Office, Toronto

A GROUP exhibit by 14 British manufacturers made an impressive display at the Canadian Hardware Show held at Exhibition Park, Toronto, from February 9-12.

Sponsored by the Canadian Retail Hardware Association and actively supported by other trade groups, this show, held annually, is a major market-place for the vast range of hardware, houseware, leisure products and sporting goods available to Mr. and Mrs. Canadian Homeowner.

The British joint venture, sponsored by the Board of Trade and the Hardware Manufacturers' Association, provided individual booths for each exhibitor as well as an HMA information centre. The wide variety of products on display included garden furniture, bathroom and kitchen scales, padlocks, rubber housewares, riveting tools, castors and curtain fixtures, kitchen gadgets, horticultural products, wall plaques, packaged hardware items and plastic simulated wrought iron door hinges and numbers.

The general opinion of the British exhibitors at the conclusion of the show was that it had been an unqualified success and that they would be back again next year in greater strength.

Over 475 exhibitors took part in the show, which was housed in the ¼ million sq. ft. Coliseum complex. Preliminary figures indicate that attendance, which was closed to the public, included over 15,000 buyers from wholesalers and retailers across the country as well as the United States. Business actually transacted was estimated to have been in excess of $12 million.

The rapidly changing role of the hardware retailer in Canada could be gauged from the great increase in exhibits of recreational, gift and leisure products all in addition to the traditional lines which, incidentally, are more and more geared to the power-operated 'do-it-yourselfer'. Annual sales in all these products are running at over $1½ billion – a market well worth our aggressive attention.

For five of the joint venture exhibitors, the end of the show was only the beginning! Joined by four additional manufacturers and led by Mr. A. J. Laker, president of the Hardware Manufacturers' Association, they became the 'Hardware Selling Mission to Canada', sponsored by BNEC and the HMA. The Mission commenced a busy two weeks of sales appointments with leading hardware buyers in the major centres from Ontario to British Columbia before returning home via Montreal at the end of the month.

In discussion on one of the British stands at the Toronto Hardware Show, left to right: Mr. J. Houghton, agent for Geo. Salter & Co. Ltd.; Mr. A. H. Spire, Trade Commissioner; Mr. Todd's secretary; Mr. R. L. C. Todd, general manager, Geo. Salter; and Mr. P. F. Newman, Assistant Trade Commissioner.

City of London 'Minibex'

THE JUNIOR Chamber of Commerce for London is holding an exhibition in the heart of the City of London to enable many small and medium sized companies who are not yet ready for decimalization or who are interested in office mechanization and efficiency generally to see a wide range of modern business machines and office aids.

The Exhibition 'Minibex' (Miniature Business Exhibition) will be held at the Central Electricity Board Exhibition Hall at Sudbury House, Newgate Street, London, E.C.1, and is open to the public, free of charge, as follows: Wednesday, April 15, 10 a.m. to 5 p.m.; Thursday, April 16, 10 a.m. to 7 p.m.; Friday, April 17, 10 a.m. to 4 p.m.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

British fashion makes £200,000 impact at Turin

by P. J. Wilson, Vice Consul (Commercial), British Consulate, Turin

Against the background of the Clothing Export Council's information stand at the Turin International Fashion Trade Fair, left to right: On. Le Emanuela Savio, Undersecretary for Industry and Commerce; On. Le Domenico Magri, Minister for Industry and Commerce; Count Ferruccio Giordano Ducrey, president of SAMIA; and Mr. L. J. P. J. Craig, HM Consul, Turin.

THE 30th Turin International Fashion Trade Fair – SAMIA, held from February 13 to 16, was yet another grand moment for British fashion in Italy, coming only six months after its first participation and success at this popular trade fair.

SAMIA, an exhibition founded in 1955 and held twice yearly in February and September to show ready-to-wear clothing for men, ladies and children, plus underwear, knitwear and accessories, and offering a unique seasonal review of ready-to-wear modern fashion and ample opportunities for buyers and manufacturers to establish new world-wide contacts, has transformed Turin into a traditional rendezvous for everybody involved in the fashion world and has helped to place it amongst the top ready-to-wear fashion capitals of Europe. Thus the ever-growing number of foreign buyers and exhibitors is more than justified.

The greater and more imposing British participation this time was certainly one of the focal points of the exhibition. The elegant, attractive and extremely modern CoI designed stands, finished in impeccable white with gold trimmings, were ideal surroundings for the 19 British firms, who under the sponsorship of the Board of Trade and the Clothing Export Council exhibited a wide cross section of British fashion, from the traditional kilts to luxurious mink furs.

Italian and foreign buyers seemed to be irresistibly attracted to the 'London Fashion Gallery', and four days of intense work won nearly £200,000 worth of export orders for the British fashion trade.

For several of the British firms present, this was their second SAMIA venture. F. J. Bacon Ltd., one of Britain's leading kilt industries, were back with a complete range of mini, midi and maxi kilts and by the time the exhibition came to a close, reported that they were over 100 per cent up on the orders they had received during the last edition. Helgor Furs, also old hands at SAMIA, never seemed to have a 'dull moment'. Indeed, this range of precious exhibits could have hardly passed unnoticed. Mink stoles, combinations of red fox and leather and other fun furs are all-the-year-round winners on the Italian market, as the London Fur Fashion Export Group, represented by all its seven members, was to find out. The exceptionally wide range of prices, styles and qualities the seven firms of the fur group were able to provide made it possible for them to cater for all the numerous buyers who thronged their stands for the duration of the fair.

The remarkable interest shown in the collection of day, cocktail and evening dresses exhibited by Jean Varon, in the exclusive multicoloured suede patchwork coats and trousers by Miura and Morel and in all the other ready-to-wear exhibits was yet another clear indication of the popularity of young, 'with-it' British clothes.

Apart from the actual orders booked and the numerous inquiries received at the information counter of the Clothing Export Council, all the British firms present unanimously felt that they had gained experience, numerous new contacts and, what is of greater importance, a valuable footing in the competitive Italian market. They all looked forward to the next edition.

Strong British group at Copenhagen's First International Men's Fashion Fair

by P. V. Rollitt, Commercial Department, British Embassy, Copenhagen

FOR THE PAST two years there have been regular Scandinavian menswear fairs in Copenhagen, but these, as the name implies, were restricted to Scandinavian manufacturers. The organizers of the successful Copenhagen Fashion Weeks (ladieswear) decided to try to mount a similar international menswear fair at the same time as the Scandinavian fair. Thus the First International Men's Fashion Fair was born.

The event took place at the Falkoner Centre in the heart of Copenhagen from February 15-17. The 41 firms who took part came from Britain (27), Austria (7), the Federal Republic of Germany (1), Denmark (4), Belgium (1) and Israel (1). In addition, the Clothing Export Council of Great Britain had an information stand in the foyer of the main entrance hall of the exhibition. Merchandise on display covered the whole range of men's fashion wear, from maxi fur coats to cuff links and accessories, and included beach, ski and other sportswear.

To support the British exhibitors, fashion shows were presented three times daily in which all the manufacturers took part. The show, called 'Fashionman About London Town', was devised and produced for the Clothing Export Council and featured 12 male models and four dancing model girls. The name and stand number of each exhibitor was flashed on the back-cloth as his merchandise was shown. This helped considerably towards rapid identification.

The Fair which was for the trade only, attracted some 2,300 visitors from Denmark, Norway, Sweden, Finland, Germany, Canada and the United States. It is a little early to assess the commercial results but most exhibitors seemed satisfied with their participation. There were of course some disappointments, but this is only to be expected in a group of this size where participants are to some extent competing against each other. The organization was extremely efficient and received much praise.

Altogether a successful 'first-timer', which it is hoped will lead to an increase in exports of British menswear to Scandinavia.

Duke of Edinburgh in Finland for Trade Drive

THE DUKE OF EDINBURGH will pay an official visit to Finland from Tuesday, September 22 to Friday, September 25, when he will attend the Helsinki International Trade Fair in connection with 'Britain in Finland 1970'.

As stated by Mr. Roy Mason, President of the Board of Trade, last November, the British Trade Drive 'Britain in Finland 1970' is being held under the joint patronage of The Queen, and President Kekkonen of Finland. As well as the record British representation in the Helsinki International Trade Fair, 'Britain in Finland 1970' includes participation in many other major trade fairs and exhibitions, seminars, a British Engineering Week, and a series of store promotions through some 4,000 retail outlets.

Thirteen trade missions from Britain are being organized by the BNEC on behalf of the Board of Trade in support of the trade drive.

Over 100,000 visit Geneva Motor Show

A report from the British Consulate-General, Geneva

REVERTING to a precedent first set in 1929, the 1970 Geneva International Motor Show (the 40th in the series) is being held in two parts. The first, an exhibition of commercial vehicles and mechanical handling equipment, was held in the Palais des Expositions, Geneva, from January 31 to February 8. The second, the traditional exhibition of passenger vehicles, will be held within the same building from March 12 to March 22.

The Commercial Vehicles and Mechanical Handling Equipment Show, which was fully subscribed by exhibitors from 22 countries, proved an outstanding success and many companies reported excellent new orders for 1970. The organizers had expected that some 50,000 visitors would attend, but final figures revealed a total attendance of 108,073; many business visitors who took in the Geneva show went on to the International Commercial Vehicle Exhibition in Amsterdam.

The Federal Republic of Germany was first in the national table of exhibiting countries, and Britain and Switzerland shared second place. British exhibitors of commercial vehicles included the Bedford range, displayed by General Motors Suisse SA of Bienne; the British Leyland Motor Corporation (Europe) of Lausanne, with a display of well-known Austin, Morris, Landrover and Leyland vehicles; the Ford Motor Company (Switzerland) SA; and Seddon Motors Ltd. In the field of mechanical handling equipment, considerable interest was shown in the demonstration of Lansing Bagnall's pallet handling lifts and the display of Coventry Climax fork-lift trucks. The products of over 50 British vehicle accessory manufacturers were also displayed by their Swiss importers and distributors, whose stands filled the surrounding galleries.

The Swedish Volvo and Italian Fiat stands attracted a considerable number of visitors. Amongst other items of public interest were the first showing of a range of Toyota fork-lift trucks from Japan, a gigantic Berliet truck with a capacity of 45 tons, and a display of vintage Swiss commercial vehicles.

Continuing emphasis is being laid on the comfort and safety of commercial vehicle drivers, and the Association of Swiss Hauliers' award for the best designed driving cab went to Büssing Automobilwerke AG.

International Banking with a Human Touch

The Bank of Kobe, in one of the world's great port cities, has a long history of satisfing the requirements of foreign investors, businesses, and exchange requirements.
This is the bank that has the information, contacts and facilities that you need and want. And our experts in every field are also trained to give you the promptest and friendliest service you can find.

BANK OF KOBE
160 Branches throughout Japan
London Branch: 92 Ceapsids, London, EC2
New York Ageney: 40 Wall Street, New York, N. Y. 10005

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

SPAIN
Quimica Iberoamericana. Monthly journal for the Chemical industry. Sub. U.S. $7.
Mundo Textil. Monthly textile journal. Sub. U.S. $7.
Mercado Mundial. Monthly commercial newspaper. Sub. U.S. $7·5.
Euromueble. Monthly (ex. July/Aug. combined.) Journal for the furnishing trades. Sub. 450 Ptas. p.a.
Simet Industria Siderometalurgia. Monthly metallurgical journal. Sub. U.S. $10 p.a.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534'5 Telex 21206 PUBDISCO

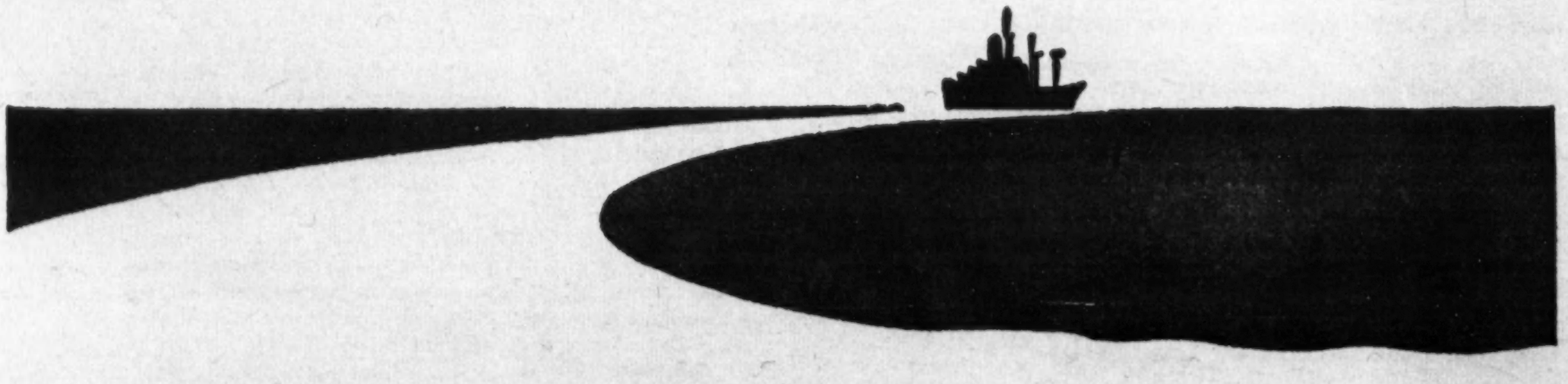
IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Main line BEN LINE Far East



'On-the-spot' market advice—from our own offices and agents.
Telephone the specialists in Far East trade. 01-623 3100

Overseas Trade and Exports

British investment possibilities in Malaysia

by Y. M. Raja Tan Sri Mohar bin Raja Badiozaman, PSM, JMN, Chairman of the Malaysian Federal Industrial Development Authority and Permanent Secretary of the Malaysian Ministry of Commerce and Industry

Tun Abdul Razak, Director of Operations and Deputy Prime Minister of Malaysia, riding a newly-assembled Raleigh bicycle at the opening of the new Raleigh factory in Malaysia. Behind him is Mr. T. J. Taylor, managing director of the Raleigh Cycle factory.

INDUSTRIAL GROWTH, and more specifically manufacturing activity promises to play an increasingly important role in Malaysia's economic development. The Government, prompted by a need to diversify an economy that has in the past been dependent on the country's major primary commodities (tin and rubber) has embarked on an ambitious programme to encourage and stimulate industrialization in the country.

There is also a need to create employment opportunities for the increasing number of school-leavers that are flooding the labour market each year. Confident that industrialization would serve these two goals, Malaysia is giving more and more emphasis to the promotion of accelerated development in manufacturing activity, and thus adding to the country's growth programme a new development strategy.

Malaysia's desire to diversify the economy through the development of other major crops in the agricultural sector, and through industrialization. started early in the post-Independence days. Agricultural diversification has already projected two other primary products into prominence – palm oil and timber. Today, in addition to being the world's largest supplier of rubber and tin, Malaysia is also the largest producer of palm oil and tropical hardwoods.

As a result of the Government's active promotion, the manufacturing sector is beginning to assume greater importance in the nation's economy in terms of contribution both to the nation's income and employment. In the past two years 1967-1968, the performance of the manufacturing sector has been commendable. In 1967 the total net value of manufacturing output was £112.5 million, a rise of 8.2 per cent over the figure in 1966. In 1968 available data indicate that greater expansion had taken place in manufacturing activities. The total value of output has been estimated to increase by 10 per cent, rising to £124 million. As a percentage contribution to total national output, the share of the manufacturing sector increased from 11.4 per cent in 1967 to 12 per cent in 1968 and for the period 1966-1968 as a whole, the average annual growth was 9.9 per cent. In 1969, net value of output of the manufacturing sector rose even more to £136 million.

Compared to the planned target of 10 per cent in the First Malaysia Plan 1966-1970, the rate of growth has been commendable. This is expected to increase even more in the next few years with the stepping up of efforts to accelerate industrial expansion.

One of the first positive steps taken by the Government in this direction was the introduction in 1958 of the Pioneer Industries (Relief from Income Tax) Ordinance, which allowed exemption from income tax to companies declared Pioneer, for periods ranging from two to five years. This has since been replaced by an even more attractive investment incentive programme.

In 1968, the Investment Incentives Act introduced a broad programme of tax incentives to investors. The Act which was enlarged to include non-manufacturing companies as well introduced three new groups of incentives.

The first group of incentives was the granting of pioneer status to new or expanding industries in Malaysia. Depending on the level of fixed capital investment, this provided for relief from income tax ranging from two-five years. Additional years of tax relief were also introduced for companies which were sited in development areas, produced a priority product or utilized a specified percentage of local content. Hence companies can qualify for a maximum of eight years' tax relief.

The second group of incentives introduced a new form of tax concession called 'Investment Tax Credit', specially designed for projects which are not considered suitable for a grant of pioneer status. The rate of tax credit given will not be less than 25 per cent of capital expenditure incurred on factory, plant or machinery. An additional ITC of 5 per cent will be given if the company sets up its factory in a development area, or produces a priority pro-

(Continued on next page)

BRITISH INVESTMENT POSSIBILITES IN MALAYSIA, *continued*

duct or incorporates the required percentage of Malaysian content. Under this scheme, a company can be granted an ITC rate of as much as 40 per cent.

The third group of incentives, designed specially to encourage the export of Malaysian manufactured products, introduces four kinds of export incentives. The first of these relates to deductions for certain outgoings and expenses for the promotion of exports. The second takes the form of an accelerated depreciation allowance in respect of capital expenditure incurred. The third incentive is the export allowance, while the fourth is the payroll tax refund.

These incentives are part of an overall plan to attract investment into the country. The excellent infrastructure facilities, which include more than 11,000 miles of some of Asia's finest roads, modern power and water facilities, railways, airports and communication services, together with strong moral support from the Government in the form of special tariff protection, preferential Government buying of locally manufactured goods and the maintenance of a vigorous economic climate for investment, have prompted many investors from all parts of the world to come to Malaysia.

The country's pioneer status programme has been especially successful in drawing capital into the country. This, added to the Government move to eliminate all red-tape and administrative delays by setting up a high powered Capital Investment Committee and appointing the Federal Industrial Development Authority as the sole body with which investors need deal, has made 1969 a remarkably successful year.

As at December 1969 £68 million (includes local and foreign called-up equity and loan capital) had been invested in pioneer ventures in Malaysia. Another £38 million will be invested by another 146 companies in the next few months.

Of these 146 companies, 120 have been granted approval in principle for pioneer status. Representing a called-up capital of £30 million, these 120 companies are expected to provide employment for some 22,000 people. Four companies have been granted investment tax credit. The remaining 22 companies represent a total called-up capital of £1.7 million.

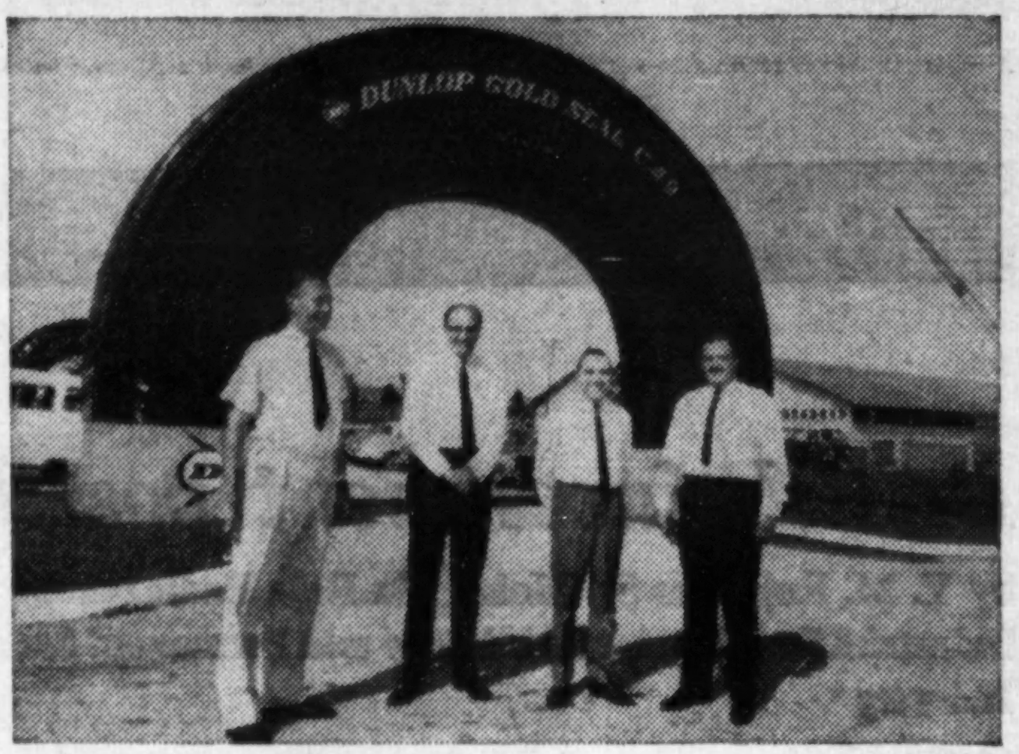
There has been a threefold increase in the number of applications received for investment incentives in 1969 over the 1968 figure. In 1969, 296 applications were received compared with 87 in 1968.

Total British investment in Malaysia's manufacturing industry is not accurately known but information compiled on the latest called-up equity and loan capital from British sources in pioneer companies indicate that to date (December 1969) Britain has invested M$ 59.26 million (£8.07 million at the current rate of exchange) of which more than 75 per cent is in equity capital and the rest in loans. As a proportion of total foreign investment in pioneer firms, this is equivalent to about 19 per cent. During the past two years, Britain has fallen from second to third place as a supplier of industrial capital to pioneer firms.

Much can be said for British experience and knowledge of the country. British firms operating in non-industrial activities in Malaysia have a strong base for expansion into manufacturing activities. With their excellent understanding of local market conditions, some of the larger trading companies have already branched out into manufacturing, using their familiarity with local conditions to good advantage. Yet the number of such firms, whch include Unilevers, Dunlop, Imperial Chemical, Blue Circle Group, Johnson and Johnson, Beecham, Glaxo-Allenburys and a few others, could very well be increased.

All economic indicators show that prospects for the future in Malaysia are good. National product rose from £886.5 million to £1,164 million from 1960 to 1965. Under the First Malaysia Plan this figure is expected to rise to £1,480 million by 1970 – a percentage rise of 37 per cent compared to 1965 (using 1960 figures as 100 per cent).

Per capita income of Malaysians is one of the highest in Southeast Asia. Based on 1965 prices, per capita income for 1968 was £128.4 and is estimated to be £135.55 in 1970. Economists reckon that per capita income will continue to rise to £210.5 in 1985. By that time, Malaysians will have twice as much to spend on goods and services as compared to 1960, and by accepted economic standards based on per capita income, Malaysia would be categorized as a 'developed' country.



During his tour of South East Asia, earlier this year, Mr. Roy Mason (second from right), President of the Board of Trade, visited Dunlop Malayan Industries. He is seen here with (left to right): Mr. A. A. Duff, Deputy High Commissioner, British High Commission; Mr. A. W. G. MacIntyre, works director of Dunlop Malayan Industries, and Mr. D. MacVey, managing director of Dunlop Malayan Industries.

Malaysia's population too is expected to continue increasing at the rate of about 3 per cent a year. Total population in the country now exceeds 10 million. With the increase in population the need for more employment opportunities arises. The First Malaysia Plan estimated that by 1970 some 36,000 new jobs would have to be found.

All forecasts for the future therefore indicate that Malaysia will continue to require large amounts of investment capital either in the establishment of new plants, in the expansion of existing factories or in the setting up of joint venture projects.

Already, the Malaysian Government, through the Federal Industrial Development Authority, is making greater efforts towards promoting investment in the country. FIDA has recently identified a wide variety of products/industries which could be profitably established in Malaysia and which are good investment possibilities. The Government has also adopted the policy of a more extensive use of tariff protection in promoting the establishment of industries in the hope that these, combined with other fiscal incentives, would attract overseas manufacturers who are now exporting to the Malaysian market, to manufacture the products locally. British firms should seriously consider taking advantage of the opportunities offered, especially in view of the strong ties that still exist between Britain and Malaysia.

Malaysia is now changing from an emphasis on importing to an emphasis on manufacturing, a natural metamorphosis in the course of development, and in this, Malaysia would certainly welcome a greater role from Britain.

Inquiries about this article should be addressed to the Federal Industrial Development Authority, 11th Floor, Bank Bumiputra Building, Jalan Melaka, PO Box 618, Kuala Lumpur.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of January 14 issue.

TRADE AND FINANCIAL ARRANGEMENTS

India and Hungary

A TRADE protocol for the year 1970 was signed in New Delhi recently following discussions between officials of the Governments of Hungary and India. The protocol envisages a total turnover of trade between the two countries of about Rs 60 crores (£33 million).

In addition to traditional commodities like tea and jute, Indian exports to Hungary will include railway wagons, concrete products, wire ropes, automobile ancillaries, steel tubes, textile machinery, machine tools, chemicals, tanned hides and footwear, and iron ore.

Indian imports will comprise mainly of steel and steel products, tractors, wheels and wheel accessories, components for telecommunication equipment and printing machinery.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.2 (Tel. 01-248 5757, Ext. 466).

Yugoslavia and the USSR

A TRADE agreement for 1970 between Yugoslavia and the USSR was signed in Belgrade on February 6.

Yugoslav exports to the USSR will include ships, bauxite, machinery and equipment, tobacco, textiles, footwear, furniture, pharmaceuticals and chemicals. Soviet exports to Yugoslavia will include cooking coal, oil, oil derivatives, pig iron, machinery and equipment, aluminum, cement, cotton, cellulose and consumer goods. The text of the agreement is not available.

Inquiries arising from this notice should be addresed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Uniform Benelux law on trade marks—registration of trade marks

THE RIGHTS to a trade mark acquired either by use or by registration in Belgium, the Netherlands or Luxembourg prior to January 1, 1971 will terminate if a Benelux application for the registration of the trade mark is not filed within one year of that date. This is the effect of Article 30 of the Uniform Benelux Trade Mark Law that will come into effect in Belgium, the Netherlands and Luxembourg on January 1, 1971: this Law also provides that except in the case of bad faith the first applicant will be entitled to register a trade mark and the mere use of a mark will no longer confer any proprietary rights.

Proprietors of existing registered marks in Belgium, the Netherlands or Luxembourg and persons who are using unregistered trade marks in any of those countries, are strongly recommended to file Benelux applications under the Uniform Law within one year of January 1, 1971. Failure to do so could lead to registration and use by competitors. There is also a danger that unscrupulous persons might take advantage of the provisions of this Law and register well-known trade marks with the idea of selling the registrations to the actual users.

An English translation of the Uniform Benelux Law on Trade Marks may be seen in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Burma, Ecuador Portugal, Madeira and the Azores have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 107, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

New telephone number for British Embassy, The Hague

THE TELEPHONE number of the British Embassy in The Hague has been changed to The Hague 64 58 00.

There is no change in the address (Lange Voorhout 10, The Hague).

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £5·

LEBANON

Population 2,550,000. Capital: Beirut. Currency: 100 piastres = Lebanon £. Exchange rate 7.60.

LE JOUR

Circ. 7,000; daily; type area 535 x 390 mm. Rates: pg. per col. cm. PL. 700 (rate card Jan. 1968).

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

PUBLISHING & DISTRIBUTING CO. LTD.,
177 REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Division, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ARGENTINA

Bulletin 36/70

SERVICIOS ELECTRICOS DEL GRAN BUENOS AIRES, SA:
*30s. Variable Resistor Arresters. (Further Information.) E.S.B. 51905/70/J.

AUSTRALIA

Bulletin 35/70

ELECTRICITY COMMISSION OF NEW SOUTH WALES:
Mechanical Draft Plant for Reheat Boiler. April 6. E.S.B. 52672/70/J.

Bulletin 36/70

CAIRNS REGIONAL ELECTRICITY BOARD:
*39s. Switchboard. March 18. E.S.B. 52721/70/J.
*29s. Switchgear. March 18. E.S.B. 52722/70/J.

Bulletin 37/70

BRISBANE CITY COUNCIL:
Road Works. (Further Information.) E.S.B. 17390/69/J.
ENGINEERING AND WATER SUPPLY DEPARTMENT:
Bar Screening Plant. March 26. E.S.B. 52884/70/J.
MELBOURNE AND METROPOLITAN BOARD OF WORKS:
*105s. Reservoir Tower Gates and Ancillaries. (Further Information.) E.S.B. 52642/70/J.

Bulletin 38/70

ELECTRICITY COMMISSION OF NEW SOUTH WALES:
Dust Extracting Plant. May 4. E.S.B. 52928/70/J.
QUEENSLAND GOVERNMENT OFFICES, LONDON:
*2s. Oxygen Analyser. March 18. E.S.B. 52929/70/J.

Bulletin 39/70

*3s. Numbering Machines. March 17. E.S.B. 52930/70/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
Cable and Terminations. March 30. E.S.B. 52983/70/J.

BARBADOS

Bulletin 39/70

ST. VINCENT GOVERNMENT:
Development of Foreshore. March 23. E.S.B. 52939/70/J.

BOTSWANA

Bulletin 35/70

GOVERNMENT OF BOTSWANA:
Generators. March 3. E.S.B. 52671/70/J.

BURMA

Bulletin 36/70

MYANMA EXPORT IMPORT CORPORATION:
*3s. Welding Electrodes and Flux. March 31. E.S.B. 52763/70/J.
MINISTRY OF DEFENCE:
*3s. Photographic Equipment. April 6. E.S.B. 52764/70/J.

Bulletin 37/70

PORT OF RANGOON MANAGEMENT BOARD:
*4s. Files. March 26. E.S.B. 52774/70/J.
*3s. Motor Converter. March 26. E.S.B. 52775/70/J.
PEOPLE'S BAWDWIN INDUSTRY:
*3s. Air Compressor. March 31. E.S.B. 52420/70/J.

CEYLON

Bulletin 37/70

TENDER BOARD:
Cables. March 16. E.S.B. 52885/70/J.

Bulletin 38/70

STATE ENGINEERING CORPORATION OF CEYLON:
*6s. Wire Rope. March 24. E.S.B. 52890/70/J.

CHILE

Bulletin 35/70

EMPRESA PORTUARIA DE CHILE:
*24s. (In Spanish.) Cranes, Fork-Lift Trucks, Tractors, Wood-Working Machinery. Closing date not stated. E.S.B. 52697/70/J.

Bulletin 38/70

JUNTA DE ADELANTO DE ARICA:
*9s. (In Spanish.) Swimming Pool Equipment. April 10. E.S.B. 52946/70/J.

COLOMBIA

Bulletin 35/70

EMPRESA DE ENERGIA ELECTRICA DE BOGOTA:
Pump. March 31. E.S.B. 52703/70/J.

Bulletin 38/70

INCORA:
Pipe and Fittings. March 16. E.S.B. 52900/70/J.
EMPRESAS DEPARTMENTALES DE ANTIOQUIA:
Pumps, Motor Units and Accessories. April 6. E.S.B. 52899/70/J.

CONGO, DEMOCRATIC REPUBLIC OF

Bulletin 36/70

CENTRAL-MEDICO PHARMACEUTIQUE:
*5s. (In French.) Films. April 7. E.S.B. 52765/70/J.

DOMINICAN REPUBLIC

Bulletin 39/70

FALCONBRIDGE DOMINICANA:
Power Plant Control System. April 15. (Pre-qualification.) E.S.B. 52949/70/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 40/70

VEREINIGTE ALUMINIUM-WERKE AG:
Steel Frames for Buildings. Closing date not stated. E.S.B. 53004/70/J.

GREECE

Bulletin 38/70

MINISTRY OF TRADE:
*10s. Radial Drills. March 18. E.S.B. 43014/69/J.
PUBLIC POWER CORPORATION:
Cable and Pilot. March 16. E.S.B. 52933/70/J.
Fork Lift Truck. March 31. E.S.B. 52935/70/J.
INSTITUTE OF SOCIAL INSURANCE:
*6s. Serums Anti-tetanic. April 10. E.S.B. 52898/70/J.

Bulletin 39/70

MINISTRY OF TRADE:
*5s. Wireless Receivers. March 16. E.S.B. 37572/69/J.

INDIA

Bulletin 35/70

MINISTRY OF RAILWAYS:
*24s. Wheels, Tyres. March 25. E.S.B. 52676/70/J.
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
*41s. Tin, Lead, Antimony. April 8. E.S.B. 52678/70/J.

Bulletin 36/70

INDIAN DRUGS AND PHARMACEUTICALS LTD.:
Gelatine Capsules. Closing date not stated. E.S.B. 52742/70/J.

Bulletin 37/70

VISAKHAPATNAM PORT TRUST:
Cranes. Closing date not stated. E.S.B. 52856/70/J.

Bulletin 38/70

BIHAR STATE ELECTRICITY BOARD:
Refractory and Insulation Materials. April 9. E.S.B. 52926/70/J.
NORTH EASTERN RAILWAY:
*Axle Counting Equipment. March 25. E.S.B. 52879/70/J.

IRAN

Bulletin 35/70

IRANIAN STATE RAILWAYS:
*Telecommunication Equipment. Closing date postponed to April 20. (Further Information.) E.S.B. 45333/70/J.

Bulletin 37/70

*20s. Cranes. April 14. E.S.B. 52833/70/J.
NATIONAL IRANIAN STEEL COMPANY:
*9s. Cable. May 4. E.S.B. 52851/70/J.

IRAQ

Bulletin 37/70

FATTAH PASHA SPINNING AND WEAVING CO.:
Worsted Yarns. March 25. E.S.B. 52829/70/J.
Yarn. March 25. E.S.B. 52830/70/J.
MINISTRY OF OIL AND MINERALS:
Tetra-ethyl Lead. March 17. E.S.B. 52826/70/J.
DAIRY ADMINISTRATION:
Nitric Acid. March 25. E.S.B. 52827/70/J.
NATIONAL ELECTRICITY ADMINISTRATION:
Cables. March 28. E.S.B. 52828/70/J.
GOVERNORATE OF BAGHDAD:
Construction of Schools. May 2. E.S.B. 52831/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Overhead Power Lines. March 28. E.S.B. 52832/70/J.

Bulletin 39/70

FOREIGN PURCHASING BOARD:
*6s. X-ray Units. (Further Information.) E.S.B. 52536/70/J.

Bulletin 40/70

GOVERNMENT OIL REFINERIES ADMINISTRATION:
*2s. Furfural. March 17. E.S.B. 53001/70/J.
MOSUL CEMENT COMPANY:
*3s. Steel Tubes. March 31. E.S.B. 53002/70/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Overhead Line Equipment. March 28. E.S.B. 53006/70/J.

IRISH REPUBLIC

Bulletin 37/70

OFFALY COUNTY COUNCIL:
Mechanical Service Installations. March 19. E.S.B. 52750/70/J.
Construction of Building. March 19. E.S.B. 52749/70/J.

Bulletin 38/70

Pumping Plant. March 20. E.S.B. 52931/70/J.

KENYA

Bulletin 35/70

CITY COUNCIL OF NAIROBI:
*23s. Drugs and Dressings. (Further Information.) E.S.B. 52235/70/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments'. summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

For ***RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL***

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5067 and 7163**

KUWAIT
Bulletin 39/70
KUWAIT UNIVERSITY:
Geology Laboratory Apparatus. (Further Information.) E.S.B. 52456/70/J.

LEBANON
Bulletin 37/70
LEBANESE ARMY:
Shirting. March 18. E.S.B. 52849/70/J.

MALAWI
Bulletin 37/70
MEDICAL BUYING BOARD:'
*5s. Medical Dressings. March 26. E.S.B. 52748/70/J.

MALAYSIA
Bulletin 36/70
STATE DRAINAGE AND IRRIGATION ENGINEER, PENANG:
*1s. Diesel Pumps. March 21. E.S.B. 52761/70/J.
MINISTRY OF TRANSPORT:
*2s. Meteorological Radar Unit. April 2. E.S.B. 52762 70/J.
SABAH ELECTRICITY BOARD TENDERS COMMITTEE:
*6s. Storage Tanks. April 3. E.S.B. 52772/70/J.
Bulletin 37/70
DIRECTORATE-GENERAL OF TELECOMMUNICATIONS:
*87s. VHF FM Radio Communication Equipment. April 5. E.S.B. 52843/70/J.

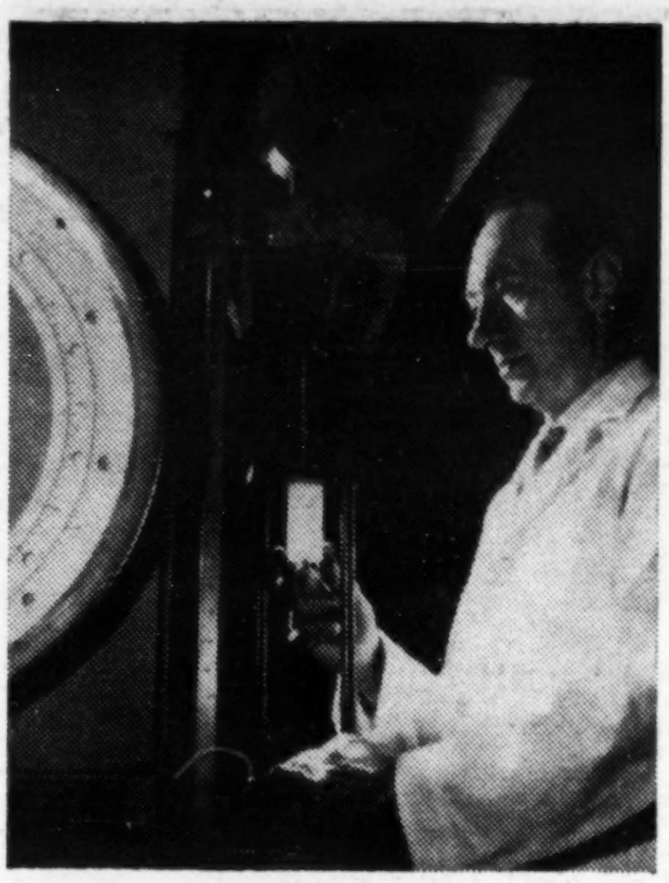
MEXICO
Bulletin 37/70
FEDERAL ELECTRICITY COMMISSION:
*Motor Control Centres. April 3. E.S.B. 52852/70/J.
*Busbars. March 30. E.S.B. 52844/70/J.
*Air Compressors. April 15. E.S.B. 52845/70/J.
*Storage Tank. April 10. E.S.B. 52846/70/J.
Bulletin 38/70
COMISION FEDERAL DE ELECTRICIDAD:
*102s. (In Spanish.) Cable. April 1. E.S.B. 52889/70/J.

MOROCCO
Bulletin 36/70
PHARMACIE CENTRALE:
*11s. (In French.) Chemicals. March 19. E.S.B. 52710/ 70/J.

MOZAMBIQUE
Bulletin 35/70
DIRECCAO DE EXPLORACAO DOS TRANSPORTES AEREOS:
*1s. (Press Notice in Portuguese.) Aircraft Spare Parts. March 31. E.S.B. 52649/70/J.

NETHERLANDS
Bulletin 35/70
DIRECTORATE OF WATERWAYS:
Road Maintenance. March 17. E.S.B. 52659/70/J.
Construction of Bridge Sub-structure. March 17. E.S.B. 52661/70/J.

NEW ZEALAND
Bulletin 35/70
POST OFFICE HEADQUARTERS:
*3s. Pliers. March 18. E.S.B. 52669/70/J.
NEW ZEALAND RAILWAYS:
*2s. Pyrometers. March 18. E.S.B. 52667/70/J.
DEPARTMENT OF EDUCATION:
*2s. Balance. March 16. E.S.B. 52670/70/J.
*2s. Balances, Weights. March 16. E.S.B. 52706/70/J.
*2s. Electronic Scanner. March 16. E.S.B. 52707/70/J.
Bulletin 36/70
COMPTROLLER OF STORES, NEW ZEALAND RAILWAYS:
*27s. Engines; Torque Converters. April 29. E.S.B. 52668/70/J.
Bulletin 37/70
NEW ZEALAND FOREST SERVICE:
*3s. Voltage Stabilizer. March 24. E.S.B. 52883/70/J.
*4s. Sound and Vibration Instruments. March 23. E.S.B. 52882/70/J.
GOVERNMENT PRINTING OFFICE:
*3s. Paper and Board. March 20. E.S.B. 52880/70/J.
GENERAL POST OFFICE:
*68s. Carrier Telephone Equipment. April 8. E.S.B. 52874/70/J.
DEPARTMENT OF EDUCATION:
*2s. Chart Recorder. March 18. E.S.B. 52881/70/J.
CONTROLLER OF STORES:
Steel Tyres. April 29. E.S.B. 52875/70/J.
Bulletin 39/70
POST OFFICE HEADQUARTERS:
*3s. Electric Lamps. March 20. E.S.B. 52978/70/J.
*3s. Rubber Gloves. March 20. E.S.B. 52977/70/J.
DEPARTMENT OF EDUCATION:
*2s. Electrophoresis Bath and Power Unit. March 19. E.S.B. 52979/70/J.



Orders totalling more than £12 million for submarine telephone cables into the Spanish mainland have been placed with Standard Telephones and Cables of London. Two of these, linking the Canary Islands and the Balearic Islands with the mainland, are for a new STC circuit system, claimed to be the largest capacity deep sea submarine cable system manufactured anywhere in the world. The third cable will connect Spain with the United Kingdom. Picture shows an engineer testing the cable structure at STC's Southampton laboratory.

NEW ZEALAND ELECTRICITY DEPARTMENT:
*Cable. April 14. E.S.B. 52976/70/J.
NEW ZEALAND FOREST SERVICE:
*24s. Laboratory Equipment. March 18. E.S.B. 52981/ 70/J.
*6s. Laboratory Equipment. March 17. E.S.B. 52980/ 70/J.

NIGERIA
Bulletin 37/70
NIGERIAN RAILWAY CORPORATION:
Diesel Locomotives. Closing date not stated. E.S.B. 52785/70/J.

PAKISTAN
Bulletin 35/70
KHULA SHIPYARD LTD.:
*4s. Tug Fittings. April 6. E.S.B. 52666/70/J.
*3s. Cable. April 6. E.S.B. 52664/70/J.
DIRECTORATE OF SUPPLY:
*9s. Air Conditioners, Freezing Equipment, Centrifuge. March 17. E.S.B. 52663/70/J.
*4s. Launch Fittings and Equipment. April 6. E.S.B. 52665/70/J.
Bulletin 36/70
WEST PAKISTAN WATER AND POWER DEVELOPMENT AUTHORITY:
Grid Station Equipment. March 16. (Further Information.) E.S.B. 52208/70/J.
*53s. Laboratory Testing Equipment. (Pre-qualification Information.) E.S.B. 51815/70/J.
Bulletin 37/70
Laying of Distribution Pipes. April 6. E.S.B. 52864/ 70/J.
WEST PAKISTAN RAILWAY BOARD:
Railway Machinery and Equipment. Closing dates from April 7-9. E.S.B. 52863/70/J.
Rails. April 22. E.S.B. 52861/69/J.
Railway Equipment. March 30. E.S.B. 52862/70/J.
DIRECTORATE OF INDUSTRIES AND COMMERCE:
*4s. Veterinary Instruments. March 16. E.S.B. 52835/ 70/J.
*3s. Wavemeter. March 25. E.S.B. 52836/70/J.
*3s. Generator Sets. March 26. E.S.B. 52837/70/J.
*3s. Laboratory Equipment. March 28. E.S.B. 52838/ 70/J.
*4s. Dairy Equipment. March 31. E.S.B. 52839/70/J.
*3s. Ammeters; Rheostats. March 24. E.S.B. 52840/70/J.
DIRECTORATE OF SUPPLY:
*9s. Oven, Analytical Balance, Burners. March 21 E.S.B. 52899/70/J.
*10s. Laboratory Equipment. March 21. E.S.B. 52868/ 70/J.
*10s. Hospital Equipment. March 21. E.S.B. 52867/70/J.
*11s. Surgical Instruments. March 24. E.S.B. 52869/70/J.
*48s. Scientific Instruments. April 20. E.S.B. 52870/70/J.
CHITTAGONG WATER SUPPLY AND SEWAGE AUTHORITY:
Water Supply Equipment and Materials. May 8. E.S.B. 52871/70/J.
Bulletin 38/70
DIRECTORATE OF SUPPLY:
*20s. Surveying Equipment. April 25. E.S.B. 52927/70/J.

SAUDI ARABIA
Bulletin 35/70
SAUDI RED CRESCENT SOCIETY:
Medical Supplies and Equipment. March 17. E.S.B. 52651/70/J.

SINGAPORE, REPUBLIC OF
Bulletin 37/70
PORT OF SINGAPORE AUTHORITY:
Construction of Pier. March 20. E.S.B. 52796/70/J.
CHIEF SUPPLIES OFFICER, CENTRAL SUPPLIES OFFICE:
*26s. Science and Laboratory Equipment. March 25, E.S.B. 52791/70/J.
*3s. Hotel Linen. March 18. E.S.B. 52797/70/J.
*3s. Carpet. March 18. E.S.B. 52798/70/J.
PUBLIC WORKS DEPARTMENT:
*4s. Pumps. April 14. E.S.B. 52825/70/J.

SOUTH AFRICA
Bulletin 37/70
STATE TENDER BOARD:
*6s. Alternator Sets. March 26. E.S.B. 52754/70/J.
SOUTH AFRICAN IRON AND STEEL INDUSTRIAL CORPORATION LTD.:
*Furnace. March 31. E.S.B. 52847/70/J.

SPAIN
Bulletin 36/70
MINISTERIO DEL AIRE:
Instrument Landing Installation. April 1. E.S.B. 52668/ 70/J.

SUDAN
Bulletin 36/70
MINISTRY OF WORKS:
*9s. Pumps. April 11. E.S.B. 52720/70/J.

SYRIAN ARAB REPUBLIC
Bulletin 37/70
GENERAL PETROLEUM COMPANY:
Lead Tetraethyl. May 23. E.S.B. 52807/70/J.
Drills. May 30. E.S.B. 52806/70/J.
MINISTRY OF AGRICULTURE:
Poultry-Farm Equipment. March 26. E.S.B. 52854/70/J.
GENERAL ORGANIZATION OF POSTS AND TELECOMMUNICATIONS:
Construction of Telephone Exchange Building. March 17. E.S.B. 52810/70/J.
HOMS DAIRY COMPANY:
Dairy Equipment. March 22. E.S.B. 52809/70/J.
UNIVERSITY OF ALEPPO:
Construction of Hydraulics Laboratories. April 17. E.S.B. 52808/70/J.

TAIWAN
Bulletin 35/70
CENTRAL TRUST OF CHINA:
*3s. Frequency Synthesizer; Oscilloscope. April 11 E.S.B.52679/70/J.
*13s. Data Transmission Measuring Equipment April 13, E.S.B. 52680/70/J.
*1s. Heat Exchanger Tubes. April 13. E.S.B. 52681/70/J.
*2s. Fibreglass. April 14. E.S.B. 52682/70/J.
*3s. Celite. March 27. E.S.B. 52685/70/J.
*2s. Splicing Tape. March 19. E.S.B. 52687/70/J.
*1s. Chlorine Cylinders. March 20. E.S.B. 52684/70/J.
Bulletin 36/70
*1s. Steel Piping. March 16. E.S.B. 52736/70/J.
*4s. Filters, Pumps. March 16. E.S.B. 52786/70/J.
Bulletin 37/70
*8s. Track Jacks; Generators. April 7. E.S.B. 52794/ 70/J.
*13s. Steel Pile, Rods, Channels. April 2. E.S.B. 52788/ 70/J.
*14s. Cigarette Making Machinery. April 6. E.S.B. 52787/70/J.

(*Continued on next page*)

Gerhard & Hey Ltd 1/3 Great St Thomas Apostle London EC4
01-248 3232
THE Shipping & Forwarding Agents – will take good care of your EXPORTS

THAILAND

Bulletin 37/70

STATE RAILWAY OF THAILAND:
*2s. Electricians' Tools and Testing Equipment. March 18. E.S.B. 52814/70/J.

Bulletin 38/70

Augers. March 17. E.S.B. 52909/70/J.
ROYAL IRRIGATION DEPARTMENT:
Surveying Equipment. March 24. E.S.B. 52913/70/J.
Telescopes; Plan Table; Binoculars. March 23. E.S.B. 52914/70/J.
THAILAND TOBACCO MONOPOLY:
Paper. March 16. E.S.B. 52901/70/J.
Cigarette Packets. March 17. E.S.B. 52904/70/J.

Bulletin 39/70

ROYAL IRRIGATION DEPARTMENT:
*6s. Meteorological and Hydrological Equipment. March 30. E.S.B. 52924/70/J.
*2s. Workshop Tools and Equipment. March 17. E.S.B. 52940/70/J.
STATE RAILWAY OF THAILAND:
Steel Bar. March 17. E.S.B. 52950/70/J.
Axle Box, Weight Spring. April 8. E.S.B. 52944/69/J.
Steel Channel. March 16. E.S.B. 52920/70/J.
Stone Scooper. March 17. E.S.B. 52951/70/J.
WEAVING ORGANIZATION:
*2s. Weaving Machinery. March 30. E.S.B. 52982/70/J.

TURKEY

Bulletin 36/70

STATE HYDRAULIC WORKS:
*7s. Press Brake. March 17. E.S.B. 52734/70/J.

Bulletin 37/70

*Pump Testing Accessories. March 16. E.S.B. 52733/70/J.
TURKISH LAND FORCES COMMAND:
*23s. Printing Machines and Equipment. May 15. E.S.B. 52803/70/J.
EGO ISLETMESI GENEL MUDURLUGU:
*7s. Cable. March 19. E.S.B. 52892/70/J.

Bulletin 38/70

KARABUK IRON AND STEEL WORKS:
*25s. Blast Furnace Tiles. April 3. E.S.B. 52895/70/J.
BANK OF PROVINCES:
*21s. Lead. March 17. E.S.B. 52921/70/J.
PTT GENEL MUDURLUGU:
*14s. Cancellation Machines. March 30. E.S.B. 52896/70/J.
TURKISH RADIO AND TELEVISION ASSOCIATION:
*15s. Tubes, Diodes, Transistors. March 23. E.S.B. 52922/70/J.
*25s. Desks, Sound Control. March 23. E.S.B. 52923/70/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 40/70

RADIO COMMUNICATION ADMINISTRATION:
*25s. Digital Frequency Meter. March 31. E.S.B. 52986/70/J.

UNITED STATES OF AMERICA

Bulletin 35/70

BONNEVILLE POWER ADMINISTRATION:
*46s. Transformers. March 17. E.S.B. 52683/70/J.

Bulletin 36/70

UNITED STATES CORPS OF ENGINEERS:
Switchgear, Control Centres and Distribution Panelboards. (Advance Information.) E.S.B. 52723/70/J.

URUGUAY

Bulletin 36/70

STATE ELECTRICITY AND TELEPHONE BOARD:
*17s. (In Spanish.) Batteries. 1st call, April 7; 2nd call April 15. E.S.B. 52728/70/J.
*16s. (In Spanish.) Tyres and Inner Tubes. 1st call, April 8; 2nd call, April 16. E.S.B. 52729/70/J.
*17s. (In Spanish.) Pump Testing Equipment. 1st call, April 9; 2nd call, April 17. E.S.B. 52730/70/J.
*20s. (In Spanish.) Generators. 1st call, April 16; 2nd call, April 22. E.S.B. 52732/70/J.
*16s. (In Spanish.) Fork-Lift Truck, Battery Charger. 1st call, April 10; 2nd call, April 21. E.S.B. 52731/70/J.

YUGOSLAVIA

Bulletin 40/70

ENTERPRISE FOR THE EXPORT/IMPORT OF EQUIPMENT:
*1s. Chlorinisation Plant. May 5. E.S.B. 52953/70/J.
LIGHT METAL FACTORY:
*1s. Aluminium Alloy Plant. May 5. E.S.B. 52954/70/J.
DALMA-KOTEKS, EXPORT/IMPORT:
*2s. Climatization Equipment. May 5. E.S.B. 52956/70/J.
TEHNOMETAL, EXPORT/IMPORT:
*1s. Glasshouses. May 5. E.S.B. 52957/70/J.
INDUSTRY FOR THE MANUFACTURE OF WOOLLEN PRODUCTS:
*1s. Textile Machinery, Air Conditioning Apparatus. May 5. E.S.B. 52958/70/J.
INDUSTRIAL COMBINE:
Shoe Manufacturing Plant. May 5. E.S.B. 52959/70/J.

ZAMBIA

Bulletin 37/70

CENTRAL SUPPLY AND TENDER BOARD:
*2s. Footwear, Headwear. April 10. E.S.B. 52804/70/J.
*2s. Teleprinter Rolls, Parchment Tapes. April 10. E.S.B. 52805/70/J.
CENTRAL AFRICAN POWER CORPORATION:
Constructional Project. March 31. (Pre-qualification). E.S.B. 52815/70/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Division, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ALGERIA

Bulletin 36/70

Source of supply/manufacture under licence – furniture. E.S.B. 5077/70/J.

AUSTRALIA

Bulletin 36/70

Agency inquiry for food processing and packaging machinery. E.S.B. 4447/70/J.

Bulletin 38/70

Inquiry for model steam turbines. E.S.B. 5025/70/J.
Agency inquiry for corsets; dressing gowns; lingerie. E.S.B. 5106/70/J.
Agency inquiry for fancy goods; giftware; novelties. E.S.B. 4421/70/J.

Bulletin 39/70

Manufacture under licence – water meters. E.S.B. 5291/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 36/70

12s. Inquiry for cables. E.S.B. A/11/70/J.

Bulletin 37/70

Inquiry for chemicals. E.S.B. S/15/70/J.

AUSTRIA

Bulletin 39/70

2s. Inquiry for steel measuring tapes. E.S.B. 53301/69/J.

BARBADOS

Bulletin 35/70

Inquiry for cabinet hardware; chipboard; plywood; wood veneers. E.S.B. 5105/70/J.

Bulletin 37/70

Agency inquiry for shoes; suitings. E.S.B. 39876/69/J.

BARBADOS, WINDWARD AND LEEWARD ISLANDS

Bulletin 39/70

Agency inquiry for sanitaryware; souvenir goods; swimwear; tiles. E.S.B. 4622/70/J.

BELGIUM

Bulletin 35/70

Inquiry for mirrors; motor frames. E.S.B. 3851/70/J.
Agency inquiry for dragline buckets. E.S.B. 4704/70/J.

Bulletin 38/70

Inquiry for glassware. E.S.B. 4551/70/J.

BULGARIA

Bulletin 39/70

Inquiry for aluminium extrusions; cutting machines and tools. E.S.B. 4986/70/J.

CANADA

Bulletin 35/70

Agency inquiry for knitwear; sportswear. E.S.B. 4326/70/J.
Inquiry for case packing machines; mechanical handling equipment. E.S.B. 51866/69/J.

Bulletin 36/70

Inquiry for potato digger and mechanical harvester links. E.S.B. 4245/70/J.
Inquiry for wrought iron plate. E.S.B. 5158/70/J.

Bulletin 37/70

Inquiry for pewter working equipment and supplies. E.S.B. 5099/70/J.
Agency inquiry for scale models of rubber inflatable life rafts. E.S.B. 4921/70/J.
Agency inquiry for faucets; taps. E.S.B. 5155/70/J.

Bulletin 38/70

Inquiry for portable buildings. E.S.B. 4887/70/J.
Agency inquiry for electrical and mechanical control equipment. E.S.B. 45304/69/J.
Agency inquiry for ethical pharmaceuticals. E.S.B. 5092/70/J.
Inquiry for food items. E.S.B. 5143/70/J.
Inquiry for canned meat products. E.S.B. 9256/70/J.

Bulletin 39/70

Agency inquiry for electronic components. E.S.B. 4993/70/J.
Inquiry for fire-proofing materials; insulation materials. E.S.B. 5170/70/J.
Inquiry for web sling hardware. E.S.B. 4353/70/J.
Inquiry for steel coil. E.S.B. 5526/70/J.

CEYLON

Bulletin 37/70

Inquiry for air-conditioning equipment; bathroom equipment; crockery; cutlery; glassware; kitchen equipment; laundry equipment; lighting; lifts; radio equipment; telephone systems. E.S.B. 5242/70/J.

CHINA

Bulletin 35/70

Inquiry for double column plano-milling machines. E.S.B. 5109/70/J.

Bulletin 37/70

Inquiry for air separation plants. E.S.B. 5109/70/J.

CZECHOSLOVAKIA

Bulletin 39/70

Inquiry for prefabricated building units. E.S.B. 3250/70/J.

DENMARK

Bulletin 37/70

Agency inquiry for automobile accessories. E.S.B. 4710/70/J.

Bulletin 38/70

Inquiry for foodstuffs. E.S.B. 5181/70/J.

Bulletin 39/70

Agency inquiry for yarns. E.S.B. 5269/70/J.
Agency inquiry for hosiery. E.S.B. 5344/70/J.

DUBAI

Bulletin 36/70

Agency inquiry for furniture. E.S.B. 4797/70/J.

EL SALVADOR

Bulletin 35/70

Agency inquiry for paraffin wax. E.S.B. 4621/70/J.

FIJI

Bulletin 36/70

Inquiry for projectors; slide machine. E.S.B. 4998/70/J.

Bulletin 38/70

Agency inquiry for glassware. E.S.B. 41145/69/J.

FINLAND

Bulletin 35/70

Agency inquiry for piece-goods. E.S.B. 4519/70/J.

Bulletin 37/70

Agency inquiry for forgings; insecticidal sprayers. E.S.B. 50880/69/J.

FRANCE

Bulletin 35/70

Agency inquiry for electro-valves; factory handling equipment; vane pumps and motors; regulating systems. E.S.B. 2658/70/J.

Bulletin 36/70

Agency inquiry for furniture. E.S.B. 4836/70/J.
Inquiry for swimming pool and gymnasium equipment manufacturing equipment. E.S.B. 4729/70/J.
Agency inquiry for chemicals; insulating and waterproofing materials; roof cladding. E.S.B. 4076/70/J.

Bulletin 36/70

Inquiry for conveyor; deep-freeze tunnel. E.S.B. 4486/70/J.

Bulletin 38/70

Inquiry for machine tools. E.S.B. 3346/70/J.
Agency inquiry for separation-filtration equipment. E.S.B. 40959/69/J.

Agency inquiry for abrasives; builders' supplies; conduits; conveyors; PVC doors; generators; hand tools; hand operated trucks; industrial rag; insulation products; paints; scaffolding. E.S.B. 52253/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 35/70

Inquiry for castor oil; Wood oil. E.S.B. 4758/70/J.
Agency inquiry for hand tools. E.S.B. 4686/70/J.
Agency inquiry for upholstery fabrics. E.S.B. 51099/69/J.
Inquiry for giftware; novelties; smokers' requisites. E.S.B. 4925/70/J.
Agency inquiry for furniture; ultra-modern plastic products. E.S.B. 43782/69/J.
Inquiry for photographic equipment. E.S.B. 4994/70/J.
Agency inquiry for electrical installation material. E.S.B. 37962/69/J.

Bulletin 36/70

Inquiry for photographic equipment and materials. E.S.B. 5100/70/J.
Inquiry for upholstery fabrics. E.S.B. 5000/70/J.
Agency inquiry for cutting machines; tools and attachments. E.S.B. 4228/70/J.
Inquiry for bearings; cardboard; castings; couplings; electric measuring equipment; electric motors; electronic components; fabrications; gears; glassware; roller chains; rubber hose; steel tube; screws and shafts. E.S.B. 4966/70/J.
Agency inquiry for do-it-yourself items; tools and implements for applying plastics and varnishes. E.S.B. 4623/70/J.
Inquiry for shooting sticks. E.S.B. 53369/69/J.
Inquiry for drinking glasses; giftware; teat trolleys; trays. E.S.B. 4932/70/J.
Inquiry for aluminium buttons. E.S.B. 5179/70/J.

Bulletin 37/70

Inquiry for foodstuffs. E.S.B. 5175/70/J.
Agency inquiry for painters' and decorators' requisites; paint; varnish; wallpaper. E.S.B. 4709/70/J.
Inquiry for leather pieces. E.S.B. 4743/70/J.

Bulletin 38/70

Agency inquiry for weed killer. E.S.B. 5019/70/J.
Inquiry for confectionery items. E.S.B. 6666/70/J.
Inquiry for braids; yarn; tape. E.S.B. 4999/70/J.

Bulletin 39/70

Agency inquiry for drain cleaners. E.S.B. 20428/69/J.
Agency inquiry for tent frames, poles and pegs. E.S.B. 5098/70/J.
Agency inquiry for machine tool;; measuring instruments. E.S.B. 5206/70/J.
Inquiry for bobbins; knives; pumps; spools. E.S.B. 5467/70/J.
Inquiry for electrical components; packaging materials; paper rolls; plastic and plastic components; ribbons for typewriters and calculating machines; casting parts; cast iron; non-ferrous metals; pipes; steel; wire. E.S.B. 46420/69/J.

GREECE

Bulletin 35/70

Agency inquiry for polyester fibre; textile machinery. E.S.B. 4927/70/J.
Agency inquiry for bar accessories; juke boxes; television and stereo sound reproducing components. E.S.B. 1529/70/J.
Agency inquiry for diesel generator; marine gears; shafts and turbines. E.S.B. 4657/70/J.

Bulletin 36/70

Procurement of medical supplies by Minister of Social Services. E.S.B. 1130/G/J.

Bulletin 37/70

Agency inquiry for poultry feedstuffs; vaccines. E.S.B. 4612/70/J.

Bulletin 39/70

Inquiry for label printing and sticking machinery. E.S.B. 5354/70/J.
Agency inquiry for electronic medical apparatus; nucleonic equipment; projectors; radar; telecommunications equipment. E.S.B. 4796/70/J.
Inquiry for household electric appliances; stainless steel tubes; wire. E.S.B. 5542/70/J.

GUATEMALA

Bulletin 38/70

Inquiry for iron strips. E.S.B. 5156/70/J.

ICELAND

Bulletin 35/70

Agency inquiry for cleaning materials; cosmetics; foodstuffs; paper towels; toothpaste. E.S.B. 4439/70/J.

Bulletin 38/70

Inquiry for sleeve-bearing electric motors. E.S.B. 5171/70/J.
Inquiry for steel pipe. E.S.B. 19561/69/J.
Inquiry for card index; office supplies; school satchels; stationery; waste paper baskets. E.S.B. 5152/70/J.

INDIA

Bulletin 35/70

Inquiry for bottling plant; shuttle manufacturing plant; steel reed manufacturing plant; textile machinery; wood compression machine. E.S.B. 1289/70/J.

Bulletin 38/70

Inquiry for steel tube. E.S.B. 3936/70/J.

Bulletin 39/70

7s. Inquiry for precision measuring instruments. E.S.B. 4067/70/J.

IRISH REPUBLIC

Bulletin 36/70

Agency inquiry for cloth; tweed. E.S.B. 4835/70/J.

Bulletin 38/70

Agency inquiry for piece-goods; fabrics. E.S.B. 5241/70/J.

ISRAEL

Bulletin 36/70

Agency inquiry for carpets; domestic electrical appliances; televisions. E.S.B. 4433/70/J.

Bulletin 38/70

Inquiry for refuse collection vehicles; road sweepers; sanitation vehicles. E.S.B. 5483/70/J.
Inquiry for kilns. E.S.B. 5476/70/J.
Inquiry for chain saw; conveyor system; crane; log debarking machine; mixer for glue. E.S.B. 5380/70/J.

Bulletin 39/70

Agency inquiry for generating sets. E.S.B. 4823/70/J.
Inquiry for filament winding machine; glass-fibre. E.S.B. 5461/70/J.
Agency inquiry for baths; basins; door handles; sanitary fittings. E.S.B. 4928/70/J.
Agency inquiry for marine equipment; floating cranes. E.S.B. 5376/70/J.

ITALY

Bulletin 30/70

Inquiry for steel pipe. E.S.B. 4899/70/J.

Bulletin 35/70

Agency inquiry for dental abrasive wheels and burrs; graphite crucibles. E.S.B. 52224/69/J.
Agency inquiry for builders' hardware; irrigation equipment; tools. E.S.B. 3568/70/J.
Inquiry for asbestos fabrics manufacturing machinery. E.S.B. 4938/70/J.

Bulletin 36/70

Inquiry for aluminium ingots; steel sheet. E.S.B. 4911/70/J.
Inquiry for mechanical handling equipment. E.S.B. 4511/70/J.
Inquiry for hypodermic needle production plant. E.S.B. 5177/70/J.

Bulletin 37/70

2s. Inquiry for ball bearings. E.S.B. 5124/70/J.
Inquiry for language laboratory. E.S.B. 5302/70/J.

Bulletin 38/70

Agency inquiry for acrylic, nylon and polyester fibres. E.S.B. 5163/70/J.
Agency inquiry for sewing machines. E.S.B. 5159/70/J.

Bulletin 39/70

Inquiry for electric drills; veneer cutting machines; welding machines. E.S.B. 4203/70/J.
Agency inquiry for pharmaceuticals. E.S.B. 5128/70/J.
Distribution/manufacture under licence – cosmetics. E.S.B. 5128/70/J.
Inquiry for copper wire; magnetic strips; pickled steel E.S.B. 5120/70/J.

JAPAN

Bulletin 36/70

Inquiry for lubricating oil additives. E.S.B. 50549/69/J.
Inquiry for giftware; socks. E.S.B. 4485/70/J.
Agency inquiry for incinerators. E.S.B. 4845/70/J.

KENYA

Bulletin 38/70

Inquiry for raw materials, tools and plant for distribution transformer manufacture. E.S.B. 5146/70/J.
Inquiry for steel washer manufacturing machine. E.S.B. 5096/70/J.

Bulletin 39/70

Joint venture – bus windows. E.S.B. 3431/70/J.

KUWAIT

Bulletin 35/70

Inquiry for foodstuffs. E.S.B. 4829/70/J.

Bulletin 36/70

Inquiry for rucksacks. E.S.B. 40600/69/J.

Bulletin 39/70

Agency inquiry for building materials; fancy goods; foodstuffs; pharmaceuticals; piece-goods; toys. E.S.B. 4839/70/J.

LEBANON

Bulletin 35/70

Agency inquiry for reconditioning contractors' plant. E.S.B. 3663/70/J.

Bulletin 36/70

Agency inquiry for pumps. E.S.B. 4884/70/J.

Bulletin 37/70

Agency inquiry for builders' hardware; clothing; dressing table sets. E.S.B. 4491/70/J.

Bulletin 38/70

Agency inquiry for aluminium and steel sections; builders' hardware; carpets; floor covering; glass; insulation boards; school furniture and fittings; tiles. E.S.B. 4897/70/J.

LIBYA

Bulletin 37/70

Inquiry for detergent; foodstuffs; soap. E.S.B. 4639/70/J.

MALAWI

Bulletin 36/70

Inquiry for turnstiles. E.S.B. 5127/70/J.

MALAYSIA

Bulletin 36/70

Inquiry for aluminium and steel sections; cross-bars and bearers. E.S.B. 4053/70/J.

Bulletin 38/70

Inquiry for agricultural chemicals; chain saws. E.S.B. 4397/70/J.

MALTA

Bulletin 36/70

Inquiry for industrial scales. E.S.B. 5074/70/J.

NEW ZEALAND

Bulletin 38/70

Inquiry for grinding machine. E.S.B. 14946/69/J.

NIGERIA

Bulletin 36/70

Inquiry for sawmill equipment. E.S.B. 5148/70/J.

Bulletin 37/70

Inquiry for jerricans. E.S.B. 5239/70/J.

NORWAY

Bulletin 36/70

Agency inquiry for electric carving knives. E.S.B. 3828/70/J.
Agency inquiry for women's dresses, suits and thee-pieces. E.S.B. 5218/70/J.
Manufacture under licence/agency – valves. E.S.B. 4483/70/J.

Bulletin 38/70

Agency inquiry for beacon transmitters; radio communications facilities. E.S.B. 1776/70/J.

Bulletin 39/70

Agency inquiry for ribbons. E.S.B. 42541/69/J.

(Continued on next page)

Robert Hough

WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE

VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/3
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14

and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488

RH ESTABLISHED 1860

PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS

PAKISTAN
Bulletin 36/70
Inquiry for chemicals; pigments; plasticizers; PVC solvents. E.S.B. 5117/70/J.
Bulletin 39/70
Manufacture under licence – atter shave lotion; shaving cream; toothpaste; cosmetics. E.S.B. 5307/70/J.

POLAND
Bulletin 37/70
Inquiry for workshop equipment. E.S.B. 4859/70/J.

QATAR
Bulletin 36/70
Inquiry for bathroom curtains. E.S.B. 5122/70/J.
Bulletin 38/70
Inquiry for cosmetics; pharmaceuticals; textiles. E.S.B. 1299/70/J.

SOUTH AFRICA
Bulletin 35/70
Inquiry for carpeting; foodstuffs; furniture; glass; hotel supplies; kitchen equipment; linen; liquor; optics; silverware. E.S.B. 4399/70/J.
Agency inquiry for shoe making materials. E.S.B. 4456/70/J.
Bulletin 36/70
Agency inquiry for elastic; foam rubber. E.S.B. 11826/69/J.
Agency inquiry for industrial vacuum cleaners. E.S.B. 4308/70/J.
Bulletin 37/70 "
Inquiry for dowel pins. E.S.B. 4976/70/J.
Bulletin 38/70
Inquiry for die sets. E.S.B. 4978/70/J.
Bulletin 39/70
Inquiry for oil seals and 'O' rings. E.S.B. 5252/70/J.

SPAIN
Bulletin 35/70
Market report – foundry equipment. E.S.B. 1466/70/J.
Agency inquiry for chemicals; electropolishing baths; furnace; hand tools; welding torches; wire threading devices; workshop machinery. E.S.B. 4270/70/J.
Bulletin 36/70
2s. Inquiry for ball bearings. E.S.B. 4945/70/J.

NORTHERN SPAIN
Bulletin 36/70
Shipbuilding. E.S.B. 47060/69/J.

SWEDEN
Bulletin 36/70
Agency inquiry for fabrics. E.S.S. 4742/70/J.
Bulletin 37/70
Agency inquiry for colour concentrates; pigments; plastic industry raw materials; polyethylene; PVC. E.S.B. 4711/70/J.
Bulletin 39/70
Agency inquiry for glassware. E.S.B. 5487/70/J.

SWITZERLAND
Bulletin 35/70
Agency inquiry for piece-goods. E.S.B. 39194/69/J.
Inquiry for yarn. E.S.B. 52986/69/J.
Bulletin 36/70
Inquiry for close circuit television; projectors. E.S.B. 5130/70/J.
Agency inquiry for coats; jackets; slacks. E.S.B. 4440/70/J.
Inquiry for clothing; sales gadgets. E.S.B. 4488/70/J.
Agency inquiry for copper clad laminates. E.S.B. 4515/70/J.
Bulletin 37/70
Agency inquiry for flanges; valves. E.S.B. 5172/70/J.
Agency inquiry for furniture. E.S.B. 4913/70/J.
Agency inquiry for cow hides; sheepskins. E.S.B. 20247/69/J.
Bulletin 38/70
Inquiry for wood-working machinery; electric motors. E.S.B. 4868/70/J.
Agency inquiry for food packaging machines; imprinting machines; labelling machines. E.S.B. 4722/70/J.
Inquiry for polyethylene; PVC sheeting manufacturing equipment. E.S.B. 5406/70/J.
Inquiry for latex foam rubber. E.S.B. 5392/70/J.
Bulletin 39/70
Inquiry for novelties; advertising gifts; toys. E.S.B. 3788/70/J.
Agency inquiry for furniture. E.S.B. 23952/69/J.
Inquiry for lambskins; lambskin coats. E.S.B. 5039/70/J.
Inquiry for fur coats. E.S.B. 1972/70/J.
Agency inquiry for hospital supplies and equipment. E.S.B. 5078/70/J.
Agency inquiry for clippers; hand tools; household appliances; scissors; shears; wooden taps. E.S.B. 4862/70/J.

TURKEY
Bulletin 35/70
Joint venture – sand and gravel preparation equipment. E.S.B. 4684/70/J.
Inquiry for chemical plant. E.S.B. 4792/70/J.

UGANDA
Bulletin 35/70
Agency inquiry for electrical assemblies and components. E.S.B. 4553/70/J.

UNITED STATES OF AMERICA
Bulletin 35/70
1s. Inquiry for picture frame mitre machines and jointing vices. E.S.B. 3367/70/J.
Inquiry for cosmetic kits; kitchenware; tableware. E.S.B. 4587/70/J.
Bulletin 36/70
Inquiry for office supplies. E.S.B. 5131/70/J.
Bulletin 37/70
Inquiry for stampings; die castings. E.S.B. 5220/70/J.
Bulletin 38/70
Agency inquiry for overhead conveyors. E.S.B. 5210/70/J.
Inquiry for electric motors. E.S.B. 5333/70/J.
Bulletin 39/70
Inquiry for bicycles. E.S.B. 5356/70/J.
Inquiry for motorcycle clothing. E.S.B. 4820/70/J.

VARIOUS
Bulletin 37/70
United Nations Development Programme (Special Fund). E.S.B. 2265/70/J.

VENEZUELA
Bulletin 35/70
Agency inquiry for steel. E.S.B. 3693/70/J.
Bulletin 36/70
Inquiry for lead. E.S.B. 4226/70/J.

VIRGIN ISLANDS
Bulletin 37/70
Inquiry for handbags; hats; piece-goods; shoes. E.S.B. 2597/70/J.

ZAMBIA
Bulletin 38/70
Inquiry for paper and polythene bags. E.S.B. 5066/70/J.

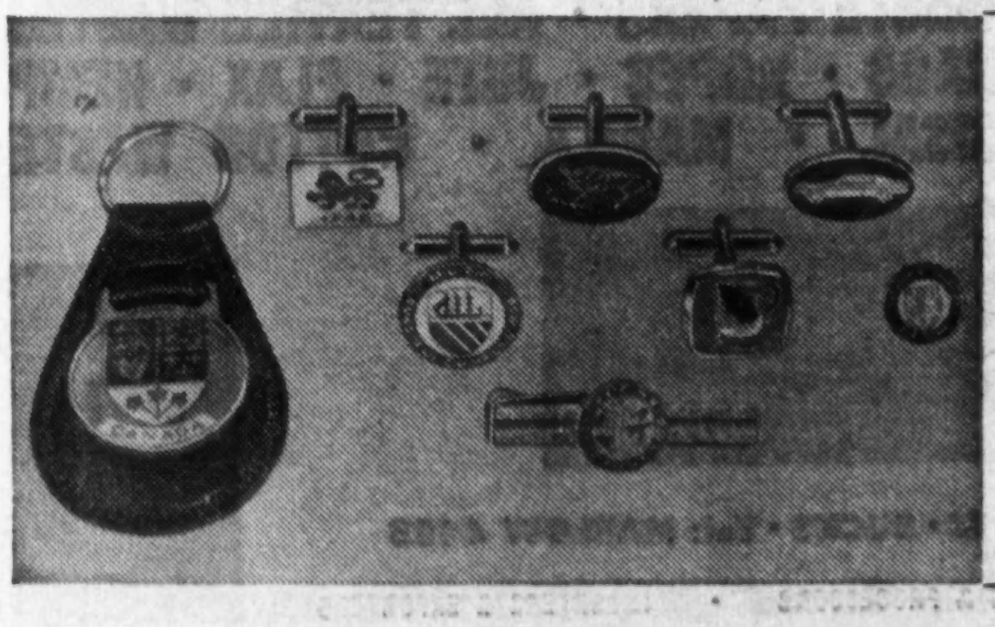
NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere,

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.



BADGES • ENAMEL CUFF LINKS
PEWTER CRESTED TANKARDS
MEN'S WEAR ACCESSORIES
COMPANY TRADE MARKS
reproduced for advertising
KEY RINGS — ON LEATHER & P.V.C.

MANHATTAN-WINDSOR GROUP

Manhattan Products (Birmingham) Ltd
Windsor Cuff Links Ltd Badges (Birmingham) Ltd

STEWARD ST. BIRMINGHAM 18, ENGLAND
Telephone: 021-454 6404 Telex: 338633

40 tons of air-freight for Africa? Alitalia make it in one go.

Alitalia send fast cargo jets via Rome to Nairobi, Lusaka and Johannesburg – every week. Each DC-8 62F takes 40 tons. Each one holds 13 standard international pallets 88″ x 125″ and two 88″ x 108″. But any airline can buy fast jets. Speed on the ground is Alitalia's extra asset.

Take Rome.

We speed your cargo-handling with a million-pound computerized terminal which can handle 500 tons a day. It's completely integrated and automated – so we take less than an hour to check your cargo. Then it's ready for shipment to Nairobi, Lusaka, Johannesburg or the other 19 African destinations to which Alitalia operate frequent flights.

We've got a terminal to match in London too – and we're planning new terminals in New York and Milan. And of course plane-to-plane transfer gets attention – the new DC-8F and DC-9F all-cargo jets are designed to increase the efficiency of cargo handling. Easy to recognise the Alitalia fleet too – see our new all-white aircraft livery with the national colours on the tail fin.

At Alitalia, we always knew ground speed was the key to success in air freight.

We're getting enough business to prove the point. See your forwarding agent then. Or contact Alitalia in London, Manchester, Birmingham, Glasgow or Dublin.

Alitalia Cargo system

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October* 1 *issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757).

Mr. and Mrs. Lessons.

Five-week tour

MR. KENNETH W. LESSONS, of Cado Designs, London, has designed many notable gift and jewellery products – among them the Mike Hawthorn Trophy commissioned by the Royal Automobile Club and competed for annually; a central rose bowl commissioned by the British Jewellers Association; a cigar box for the Worshipful Company of Goldsmiths; the Bleriot Trophy for the 'Daily Mail' London to Paris Race; a mace for the Council of Bulawayo and another mace for the University of Western Australia, in addition to a wide range of kitchen cutlery, church plate, brooches, rings, pendants, lighters, tie clips, necklets, armlets, cuff-links, etc.

In 12 months Cado Designs have increased their exports from 15 to 45 per cent, and to build on these initial successes Mr. Lessons will be making a tour of about five weeks, from April 10, to find new outlets in Hong Kong, Japan (where some notable successes have already been chalked up following an earlier visit), Australia, Fiji, San Francisco, Toronto, New York, and the Bahamas.

For the first two weeks he will be participating in a gift trade mission, but for the rest of the time he will be striking out independently.

Also on the tour will be his wife, Sandra, of Goodwear Ltd., his assistant and fellow-designer.

20,000-mile tour of United States

MR. MICHAEL F. WALKER, sales engineer with the Dunlop precision rubbers division of Shepshed, near Loughborough, Leics., left recently on a 20,000-mile tour of the United States as a member of the Fourth British Aerospace Mission sponsored by the BNEC. Among the firms to be visited by the mission are some of America's leading aircraft constructors, including Lockheed, McDonnell-Douglas, Northrop, Boeing and General Dynamics.

The Dunlop precision rubbers division has close connections with the aviation industry in many parts of the world. The division manufactures a wide range of rubber components to close tolerances for use in airframe, pneumatic, hydraulic, and mechanical applications.

Visiting Australia and Japan

MR. GERALD D. BARTON, chairman of Humbrol Ltd., and Mrs. Barton, also an executive director, are to visit the Far East and Australia this month, and will attend the Sydney Toy Fair, where the company are exhibiting.

This will give them an opportunity of meeting not only their agents but also many Australian retailers who handle the company's range of paints and adhesives. During their five-week tour, they will visit the United States, Australia, Fiji, Japan, Hong Kong and Italy. Mr. Barton is a firm believer in personal contact in business and has travelled extensively in the past in his efforts to make his company internationally successful. The fact that Humbrol now export many millions of tins of enamel, to well over 80 countries, is an indication of the success of the company's export endeavours. Even in the past 12 months their exports have increased by nearly 40 per cent.

Visiting Kenya and South Africa

MR. ROBERT M. C. MORGAN, manager, Hydro-Air Engineering Ltd., High Wycombe, Bucks., is now visiting Kenya and South Africa, surveying market prospects for his company's hydraulic machinery used in the pre-fabrication of timber roof trusses and other timber components for housing. He also hopes to explore prospects for the manufacture of such machinery under licence in those countries.

Mr. Phillip O. Reece, the company's managing director, visited South Africa last year.

First visit to overseas branches

MR. EDGAR G. L. HOWITT, managing director of Cable and Wireless Ltd., left on February 23 on a 10-day tour of four company branches in Gulf teritories – his first visit to overseas branches since he became managing director of the group last November.

He visits Bahrain, where the company last year opened a £2.1 million British-built satellite earth station – the first in the Middle East – and later tours branches in Dubai, Muscat and Doha.

Computer export on tour

MR. G. J. MORRIS, for the past three years manager of the education and training division of International Computers Ltd., London, is now visiting Kenya, South Africa, Australia, New Zealand, Singapore, India, the Middle East, Greece and other places on an extensive tour.

A mathematics graduate of Imperial College, Mr. Morris is inspecting ICL training facilities, considering the development of training staff, and discussing at national government level the computer education needs of the places visited.

New works in South Africa

MR. E. P. FODEN, chairman and managing director of ERF Ltd., Sandbach, Cheshire, commercial vehicle manufacturers, left recently to visit the company's works in South Africa. He will also be holding discussions with regard to the location of a new works at Johannesburg. It is intended that the site for the new offices and works will be larger than the present one, to cater for further increases in the erection of the CKD (completely knocked down) vehicle kits being despatched to South Africa from the Sandbach works.

British manufacturers were the biggest contestants for record-breaking sales and orders at the first-ever International Men's Fashion Fair in Copenhagen. Seen leaving Heathrow Airport for the show are (left to right) Richard Asman wearing a natural coney maxi by Anthony Miller, Sally Bryant in a simulated ocelot maxi by Astrake, and Leroy in a 'goucho' shirt and pant set with matching sombrero by Scott Lester.

OUTWARD MISSIONS

Visit to Japan

THE Gauge and Tool Makers' Association is organizing a mission to Japan in October/November, with the assistance and co-operation of the BNEC, the Board of Trade, and British Posts in Tokyo and Osaka. The mission, accompanied by the general manager of the Association, will visit factories, agencies and government departments in the principal cities of Japan and will attend the Japan International Machine Tool Fair in Osaka from October 28 to November 8.

Fortnight in United States

SEVEN Leicester businessmen reported recently at the British Trade Development Office in New York. They were members of a trade mission to the United States organized by the Chamber of Commerce.

After being briefed on the American market by the Director of Trade Development, the group then split up, each member visiting the areas in the United States holding the greatest potential for the sale of his products.

The members interviewed agents, visited new and potential customers and, for those completely new to the market, the potential for their products was assessed and the ways in which their product should be redesigned to American tastes was considered.

The mission received financial assistance from the BNEC.

Send us your precious, your soft, your large, your urgent.

To us every parcel is important. Whether it's teeny or truck size, we'll take care of it as if it were our own. And while we speed it by jet to major markets around the world, you can be sure it'll be protected and pampered by all the experience of almost half a century of air cargo handling.
Qantas has 10 direct flights a week to South East Asia and Australia—two of them with Palletised jet freighter capacity. More than anyone else.
Your cargo agent or Qantas will tell you. Qantas can take it all.

QANTAS
AIR CARGO
YOUR CARGO EXPERTS ON FIVE CONTINENTS

QANTAS with BOAC

BA306

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Transformers for Iran

South Wales Switchgear Ltd., Blackwood, Mon., are supplying 20 kV/400 V transformers valued at more than £70,000 as part of a £1 million contract awarded to James Kilpatrick for supplying electricity to 164 villages in Hamedam and Kermanshah in Western Iran. The contract also includes associated equipment.

Rubber processing plants orders

Orders worth nearly £120,000 for Dynat natural rubber processing plants for Guatemala, Nigeria, and Ceylon have been gained by Guthrie-Pullen Ltd., Croydon, a member of the Guthrie Corporation Group.

Paper earns £14 million

Wiggins Teape's exports of paper made in their United Kingdom mills earned a record £14 million last year, an increase of 20 per cent over 1968 and 71 per cent more than five years ago. It was the twelfth successive year the company had increased its exports.

Patrol craft for Brunei

A contract worth over one and a quarter million Singapore dollars (£170,000 sterling) to build two 62 ft. fast patrol boats for the State of Brunei has been awarded to Vosper Thornycroft Uniteers Private Ltd., the Singaporean subsidiary of the Vosper Thornycroft Group.

Million hoes for Tanzania

The Chillington tool division of Eva Industries, the Manchester-based engineering group, has won a £303,000 order from Tanzania for one million agricultural hand hoes—Chillington's largest single export sale. Deliveries will begin in March.

West Pakistan contract

Whessoe Ltd., through its fabrication division, have secured a large contract from Thyssen Steel & Pipe Co. Ltd. on behalf of their client, Steel Erectors Ltd., to supply the fabricated material for five Wye branches and 10 expansion joints for the Tarbela Dam hydro-electricity project in West Pakistan.

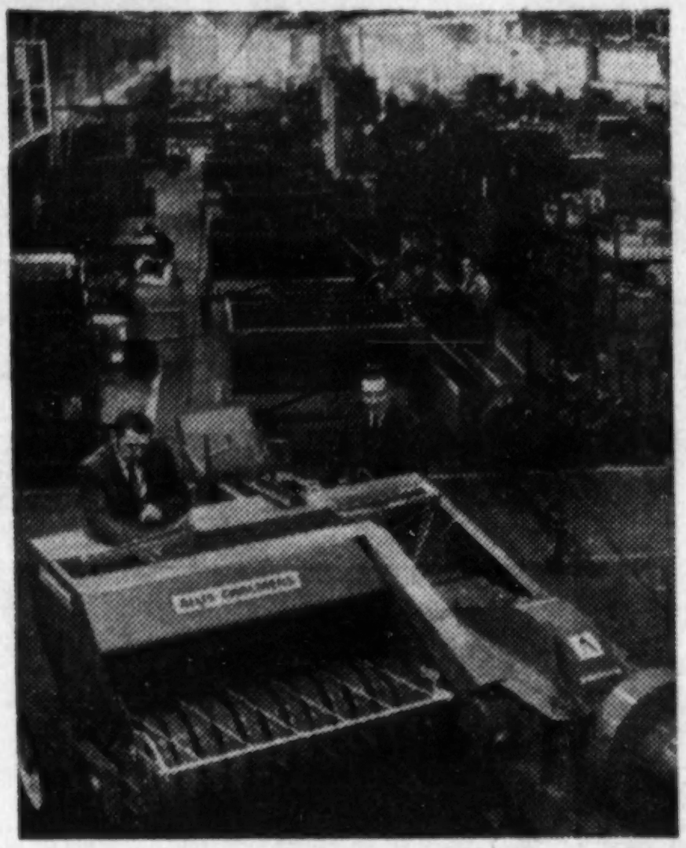
The fabrication of these huge Wye branches, which will form part of the steel-lined tunnels supplying water to the dams electricity generators, will be at the Darlington works and will involve over 2,500 tons of steel.

During the past few years Whessoe have completed two similar contracts – for the Mangla Dam in West Pakistan and the Volta Project in Ghana.

Analytical instrument systems for Russia

Applied Research Laboratories Ltd., Luton, have sold two advanced electronic systems, which automatically determine the precise chemical composition of metallic and non-metallic substances and print out the results in a matter of seconds, to the Soviet Union, where they will be used for research and quality control in the iron and steel industries. Both systems, worth about £60,000, have already been shipped to Russia and will be installed by ARL engineers during the next few weeks.

Orders worth over £150,000 were recently obtained from India and South-East Asia.



Final inspection taking place on the first of two Allis-Chalmers 300 T pick-up balers ordered for use on a farm owned by HRH King Hassan of Morocco. Last year Allis-Chalmers factories in Mold (North Wales) and Essendine (near Stamford, Lincs) exported £¾ million of farm machinery to North Africa alone.

Snorkel unit for Sweden

An order has been secured from Gothenburg Fire Brigade by Simon Engineering Dudley Ltd., Worcs., for a Simon marine snorkel firefighting and rescue unit, the first of its kind in Europe. The unit, mounted on a fire boat to be commissioned in September, will be used for operations on vessels and dockside structures.

Russia buys rectifier

The rectifier equipment division of Westinghouse Brake and Signal Co. Ltd., is to supply rectifier equipment, valued at £120,000, to EFCO Ltd., Surrey, for electroplating installations at Melekess and Skopinsky, USSR.

£85,000 Chilean order

Compressed air equipment worth a total of £85,000 has been ordered from Holman Brothers Ltd., Camborne, by ENDESA, the Chilean State Electricity Generating Corporation, for use in a hydro-electric construction programme.

Screens for Expo '70

Seven of the national pavilions at Expo '70, to be held in Japan this Spring, will be equipped with giant British-made cinema screens. This order has been won by Andrew Smith Harkness Ltd., a company within Rank Audio Visual Ltd.

Italian Telepulse II order

Whessoe's light products division have gained an important order for telemetering equipment, obtained through their Italian agent Dott. Ing. Rosario Scandura & Figlio, Milan, from Sarpom SpA for their refinery in Trecate, Novara.

Computer complex for Australia

The State Savings Bank of Victoria is to install Australia's largest realtime banking system over the next two years, using two ICL computers and 400 Olivetti terminals. Total value of the two computers is $2.5 million.

The bank, said to be the largest savings bank in Victoria, has more than 500 branches and two and a half million accounts.

Natural gas project in West Pakistan

Fluor (England) Ltd., a subsidiary of Fluor Corporation, have been awarded a contract by Sui Gas Transmission Company Ltd. for the design, engineering, procurement, and construction supervision of a natural gas purification unit to be added to an existing plant at Sui Gasfield in Baluchistan, West Pakistan. The unit will be capable of purifying 120 million standard cu. ft. of natural gas per day.

Engineering on the project has already begun in Fluor's London offices. Construction, scheduled to begin in mid-1970, is due for completion in May 1971.

Engine to power 'workhorse'

Reliant's 700 cc light alloy engine has been chosen to power the Lantrac, a new three-wheeled 'workhorse' designed to operate in mud, scrub, desert and hilly terrain. A substantial initial contract has been given to the Reliant Motor Co. Ltd., Shenstone, near Lichfield, by Lantrac Holdings Ltd., Hemel Hempstead, Herts, who have received firm orders for more than 200 vehicles.

Brisk export business appears to be in prospect for the Lantrac. A Manchester firm has ordered £40,000 worth of vehicles to distribute in the Caribbean, the Argentine and Brazil, and inquiries have been received from North America, Central Africa, and the Middle East.

Introduced at the Smithfield Show in December, the Lantrac can carry two people, plus a substantial load. With a self-tipping body and full lighting equipment, it can be supplied in KD form with glass fibre cab, windscreen wipers, detachable doors, canvas screens, heater, tow hitch and engine governor. The designers say that a vehicle can be packed complete in one crate, and can be assembled by two men with simple equipment. The price of the Lantrac ranges from £485 to £665, depending upon the extras required.

Battery-making machinery for Italy

Chloride Overseas Ltd., the international organization of the Chloride Group, recently received an order for the supply of battery-making machinery from Fabbriche Accumulatori Riunite, Naples, one of Italy's leading battery manufacturers.

Comprising a Chloride Type 1 pasting machine and drying installation, and two Chloride Type 2B grid casting installations, the order, worth £46,500, follows a visit by Sr. Arreghini, Riunite's managing director, to the Dagenham factory of the Chloride Group's battery manufacturing division.

Cutting machines for Rumania

The British Oxygen Co. Ltd., London, recently received orders from Rumania for four Condor gas cutting machines for profiling steel plate up to 6 in. thick. One was destined for the Galatz shipyard on the Danube and others were for industrial concerns in Bucharest, Moreni and Ploiesti.

Originally designed for shipbuilding, the Condor is finding increasing application in general heavy fabricating work. The machines can be fitted with a numerically controlled unit.

BOC's sales of cutting machines and welding equipment to Rumania amounted to £150,000 during the last 18 months – a notable breakthrough in a market traditionally dominated by foreign competitors. Since they were introduced two years ago, Condor machines have also been sold to Hungary (two), the Federal Republic of Germany, Spain and Malta.

Forging plant for Spain

A fully integrated forging plant for bars and miscellaneous forgings in carbon, tool and alloy steels has been ordered by SA Echevarria, Spain, from Davy and United Engineering Co. Ltd., Sheffield (a member of the Davy-Ashmore Group). The forging plant will be installed in a new works which Echevarria is establishing at Basauri, near Bilbao. The order is worth around £400,000 and the equipment is due for delivery in mid-1971. Out of this total, equipment worth £73,000 will be manufactured in Spain and will be handled through Davy-Ashmore Espanola SA.

The plant will consist of a 1,800-ton hydraulic drawdown-type press, a manipulator and control equipment to enable the complete forging facility to be operated by one man.

Methanol plant for Japan

The ICI low-pressure methanol process will be used in conjunction with ICI's steam-naphtha reforming process in a 1,000 tons-per-day plant to be built at Sakai, Japan, for the Nishi Nihon Methanol Company, a consortium led by Mitsui Toatsu Chemicals Inc.

Two 1,000 tons-per-day units are currently being built in the United States and two smaller units in Taiwan and South Korea.

Agencies active in Scandinavia

Dorma Sheets Ltd., Swinton, Manchester, have received orders for £30,000 worth of Terylene cotton bed sheets and pillowcases from Landstingens Inkopscentral, the central buying office for many Swedish hospitals. This order augments an earlier £11,000 trial order from Statens Jarnvagar, the Swedish State Railways.

Much of this recent success is due to active and co-operative agencies in Scandinavia.

£200,000 orders for poster display machine

Contracts in excess of £200,000 have been won by the Maurice Grosse Display Company for sales of their Visiomatic (automatic poster display) machine which shows up to 40 standard double crown posters at timed intervals from three to 60 seconds in a space little larger than the poster itself.

Initial sales have been mainly overseas, through two companies: Gande Price Trading of Hong Kong (sole agents for Hong Kong, New Zealand and Australia) and Venus Enterprises of Singapore (sole agents for Singapore and Malaysia).

The two Visiomatic sizes in current production are for standard double crown and standard four-sheet posters.

Record sales

Sales worth approximately £1.3 million have been achieved within three and a half months by Camber International (England) Ltd., Leicester, specialists in the design, development and manufacture of single-knit jersey knitting machinery. One of the five winners of the recent 1969/70 Export Award for Smaller Firms, sponsored by the BNEC, the company is currently exporting a record 83½ per cent of its total output to Canada and Australia and 33 countries in Europe, the Far East and South America.

The company will introduce newly developed machinery to world buyers at the forthcoming International Textile Fair in Paris in June 1971.

£290,000 steel tubing for Mauritius

Stewart and Lloyds Ltd., steel tube manufacturers of Glasgow, are to supply 2,193 tons of piling steel tubing valued at £290,000 to the Port Louis Harbour Quay Authority, Mauritius. The order, placed with the Glasgow firm by the London office of Christiani and Neilsen Ltd., civil engineering contractors, will be completed by February 1971. The tubes vary in length from 19 to 41 ft.

The firm export some 30 to 65 per cent of their total production to about 40 countries.

Hose exports reach new peak

Exports of all types of Dunlop hose rose to a record £2,726,000 in 1969, an increase of 80 per cent on the 1968 total. Sales of wire braid hose in North America increased by over 47 per cent and sales to the EFTA and EEC areas showed an increase of over 100 per cent.

A dramatic rise of 100 per cent was also recorded in the sales of hose for the oil industry, including oil suction and discharge and floating hose. Oil pumping installations in the Middle and Far East accounted for the bulk of the increase, although substantial deliveries were made to North America and Africa. Sales of industrial wire braid hose assemblies have trebled in the last three years.

Over 300 different types of industrial and domestic hose are produced by Dunlop and 33 per cent of the total is exported to 100 countries.

Orders for telemetering equipment

Whessoe Systems and Controls announce orders totalling approximately £100,000 for their Telepulse II telemetering equipment since April 1969, including systems for the following: Esso Italiana for the SARPOM Refinery, Trecate, Italy; Fluor/Lurgi for the NATREF Refinery, Sasolburg, South Africa; the SARAS Refinery, Cagliari, Sardinia, Italy; and Procon for Golden Eagle's new Refinery, Quebec, Canada. In addition, systems are being supplied to refineries in Turkey and the West Indies.

Lighting fittings for Kuwait

Thorn Lighting Ltd. have received a £10,000 order to supply 'Atlas' fluorescent air handling, low brightness fittings for the lighting of the new extension to the main office block of the Kuwait Oil Company, Kuwait.

£1 million target

Rentokil Laboratories Ltd. exported £1 million worth of wood preservatives, rodenticides and household or industrial insecticides in 1969. This amount was the target of the company's export division when it was formed at the beginning of last year to co-ordinate and expand the overseas sales of Rentokil products for pest control and timber preservation.

Mr. W. J. Evans, director and general manager of the division, spent most of the year travelling abroad visiting agents and licensees, also investigating potential markets.

Swedish order worth £70,000

A £70,000 order from Sweden for over half a million castors every year has been won by Archibald Kenrick & Sons Ltd., West Bromwich, from the largest electronic firm in Sweden making radios, hi-fi equipment, radiograms and television sets.

This order is the climax to an already successful export trading year for the company whose export orders for 1969 increased by 28 per cent.

The castors have a totally enclosed action and are claimed to give heavy items of furniture 'fingertip' ease of movement.

Pilot plant in Rwanda

The United Nations Industrial Development Organization (UNIDO) has awarded a contract to Rose, Downs & Thompson Ltd., Hull (a Davy-Ashmore company), for the supply of machinery, equipment and accessories, and the provision of personnel for the construction and operation of a pilot plant for the extraction of pyrethrins from chrysanthemum flowers produced in Rwanda.

The contract is part of a three-year project being carried out by the Government of Rwanda. The total cost of the project will be $2,839,400, of which the UN has earmarked $1,486,500, the Government of Rwanda contributing the remainder in cash and in kind.

Rodent control in Germany

A fourth German town, Hitzacker, has awarded a contract for the clearance of rats and mice to Rentokil Chemie GmbH, a subsidiary of the Rentokil Group Ltd. The company already has rodent control contracts with Hamelin, Luneburg, Syke and the island of Sylt – for the fourth consecutive year Rentokil have kept the Pied Piper town of Hamelin free of rats and mice.

Rentokil have seven offices in Germany offering domestic and industrial pest control and wood preservation services.

These Leyland Super Beaver tippers are part of a £500,000 contract signed with Korea for the supply of British equipment which includes 40 of these Beaver tipper models for the Provincial Government, Kyungsand Nam Do, Pusan, Korea. The vehicles will be used on road maintenance and construction work and realise a 10/12 ton payload.

£300,000 lighting contract

The biggest lighting scheme ever handled by Thorn Lighting outside the United Kingdom is now being installed at the £40 million Carlton Centre in Johannesburg. Although this giant building complex is still at an early stage, it is estimated that the eventual value of the contract to Thorn will be about £300,000.

The Carlton Centre is one of the world's largest private property development schemes – probably the biggest outside the United States. The contract is being handled by Thorn's South African subsidiary, Thorn Lighting (SA) Pty.

£20,000 orders in first six months

Integrated Dynamics Ltd., Kingswinford, Staffs., founded in May 1969, achieved £20,000 worth of export orders in six months.

The company, which specializes in the design and manufacture of thyristor power regulators for control of industrial heating applications, is now exporting to France, Germany and Italy on regular contracts and winning new markets in Peru, Rumania and Australia.

£260,000 conveyor belt order

BTR Leyland Industries Ltd. have received a £260,000-plus order for high tensile strength, steel cord conveyor belting, from the Soviet Union. This order was secured by M. Golodetz Ltd., London, from Raznoimport of Moscow.

Equipment for German police

The police forces of three of the states of the Federal Republic of Germany recently installed fingerprint facsimile transmission equipment manufactured by Muirhead Ltd., Beckenham, Kent. Fingerprint photographs can now be transmitted within minutes between Wiesbaden, Düsseldorf, Stuttgart and Hanover over normal telephone lints.

First United States order

On a recent trip to the United States, Mr. Graham Griffiths, managing director, and Mr. John Miles, technical sales manager of Hellermann Plastics, Crawley, Sussex, succeeded in obtaining an order worth $110,000 for the supply of clear polycarbonate filter lubricator bowls to a large pneumatic equipment manufacturer.

This, the company's first order from the United States, was obtained against keen local competition. Their specialist experience in this field was mainly instrumental in their securing the order.

Considerable assistance was given by the Commercial Department at the British Embassy, Washington.

£30,000 'first fruits'

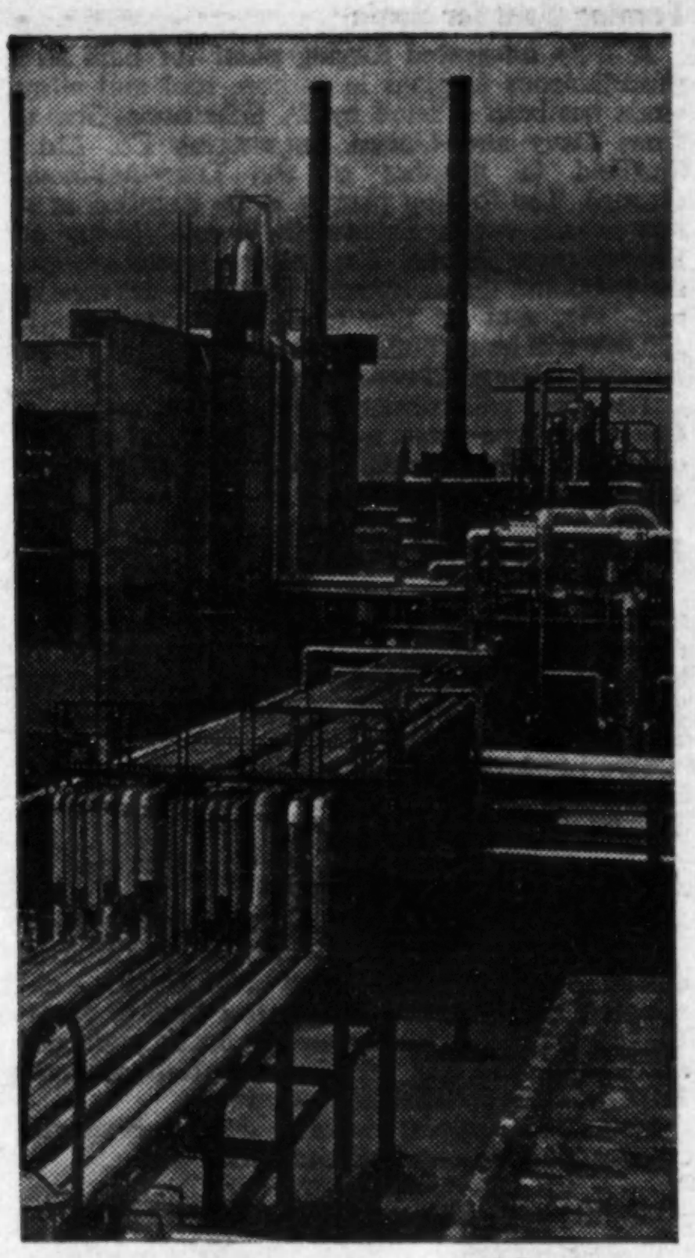
Commercial Bearings Ltd., Willenhall, have secured a £30,000 order for unground bearings for the mechanical handling industry, for delivery over the next 10 months – the first fruits of an extensive programme of re-equipment and reorganization at the Neachells Lane works which has already led to a four-fold increase in sales in the past 12 months.

The order, placed by a German company, was won in conjunction with an exclusive selling agreement for a portion of the commercial bearings range of products, granting coverage of the major part of continental Europe. It is expected that this agreement will lead to European exports worth between £60,000 and £100,000 during the first 12 months.

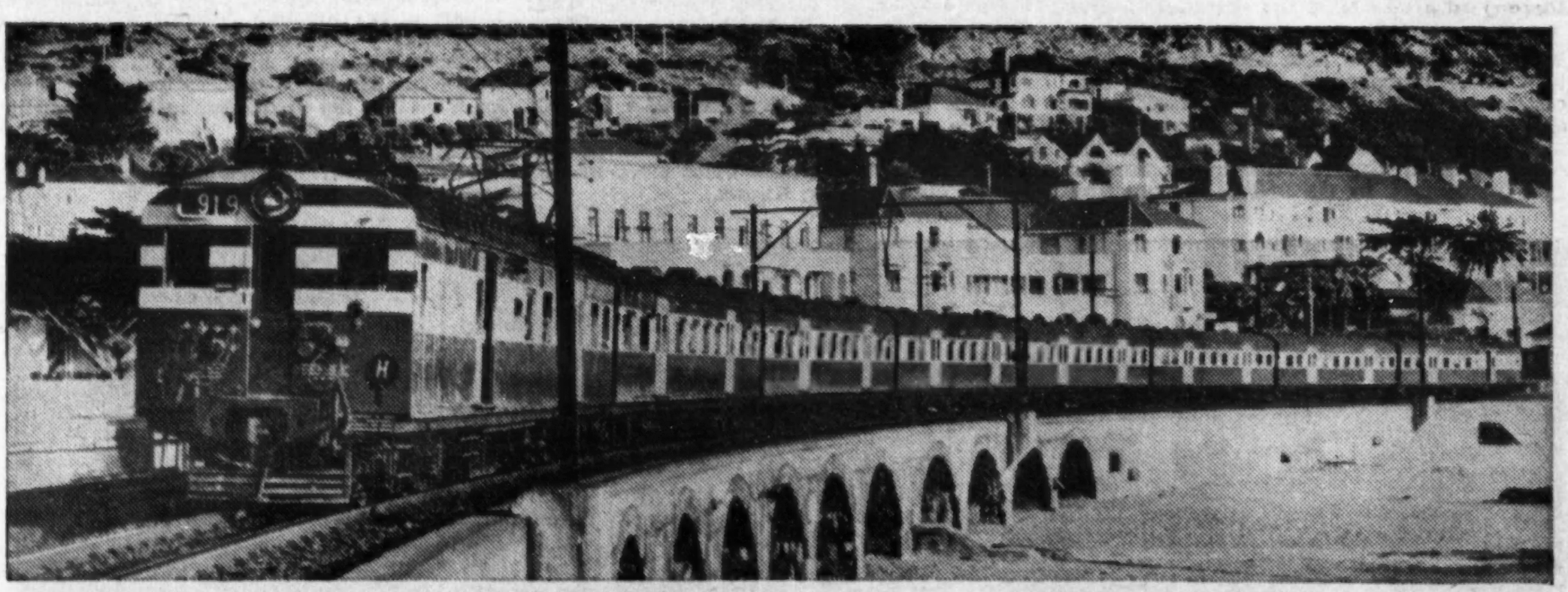
£3.5 million contracts

Contracts worth a total of £3.5 million have been placed with Costain (Australia) Pty. Ltd., a member of the British Costain Group. The largest involves the construction of a £1.2 million service centre consisting of a warehouse, transit building and associated works at Lidcombe, New South Wales.

Costain (Australia) will also build, under a £1.1 million contract, an eight-floor office block in reinforced concrete in Melbourne, Victoria; four additional storeys to the engineering unit of Swinburne College of Technology (£686,000), Victoria; and a seven-storey block of flats in New South Wales (£120,000). At Carlton, Victoria, major demolition and structural alterations will be carried out at a cost of nearly £250,000.



This paraxylene plant is one of two ancillary feedstock plant contracts (total value £10 million) awarded to CJB following the award of a £30 million polyester complex contract to Polyspinners Ltd. (CBJ, Dobson & Barlow Machinery Sales Ltd., with ICI) by Techmashimport in 1964. Erection of the plant, which lies 345 miles south of Moscow and is sited at an oil complex, is now complete and will shortly be commissioned. Paraxylene will be transported by road to Mogilev, the site of the polyester complex.



A £2.5 million order for 69 motor coach power equipments has been placed with English Electric – AEI Traction Ltd., for South African Railways. The new 3,000 V dc multiple-unit trains are intended for commuter services on the East and West Transvaal and Cape Province sections of SAR, and will be built by the Union Carriage and Wagon Company (Pty.) Ltd., of Nigel, Transvaal. Electrical equipment and main drive gears from Britain will be manufactured at the company's Manchester, Preston, and Sheffield Works. The remainder will be produced at the Benoni Works of the GEC – English Electric (South Africa) (Pty.) Ltd., and the Knights Works of the First Electric Corporation, an associate company. A type 5M2A multiple-unit train is seen here on the Cape Town suburban system, passing Kalk Bay.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

CITRUS FRUIT

THE *Journal Officiel des Communautés Européennes* No. L40 dated February 20, 1970 contains the text of two Regulations concerning citrus fruit as follows: **Regulation (CEE) No. 304/70** waives certain provisions of **Regulation (CEE) No. 193/70** relating to the marketing of community oranges and mandarins; **Regulation (CEE) No. 305/70** abolishes the compensatory import tax for sweet oranges coming from Greece.

The French texts of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Transport in the EEC

THE *Board of Trade Journal* dated August 23, 1968 (page 568) contained an announcement about **Regulation (CEE) No. 1174/68** relating to the setting up of a forked tariff system for the transport of goods by road between the Member States.

The *Journal Officiel des Communautés Européennes* No. L40 dated February 20, 1970 contains the text of **Regulation (CEE) No. 293/70** modifying Articles of **Regulation (CEE) No. 1174/68** above. The French texts of the Regulations referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Harmonzation of legislation

THE *Journal Officiel des Communautés Européennes* No. C20 dated February 14, 1970 contains the text of a Proposed Directive relating to the harmonization of Member States legislation concerning dietetic foodstuffs deficient in sodium.

It should be noted that the text of this Directive when finally approved may differ from the draft text referred to above.

The French text of this Proposed Directive may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Imports from non-Member Countries

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L37 dated February 17, 1970 contains the text of Decision No. 70/146/CEE further extending the validity of **Decision No. 65/256/CEE** which authorized Italy to exclude from community treatment electric batteries (Common Customs Tariff No. 85.03) originating in Japan and freely circulating in the other Member States.

The *Journal Officiel des Communautés Européennes* No. L39 dated February 19, 1970 contains the texts of a number of Decisions amending the expiry date of the authority previously given to Italy to exclude from community treatment imports from the listed third countries of the following goods:

Common Customs Tariff No.	Description of goods	Amended Date of Expiry	Country of Origin
Decision 70/152/CEE			
ex 20.07	Concentrated grape must	Entry into force of a Common Market Regulation, and not later than June 30, 1970	Algeria
Decision 70/153/CEE			
ex 69.07	Unglazed setts, flags and paving, hearth and wall tiles, of faience or fine pottery.	Entry into force of a Common Market Regulation, and not later than December 31, 1970	Japan and East bloc countries
ex 69.08	Other setts, flags and paving, hearth and wall tiles of faience or fine pottery.		
69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain.		
Decision 70/154/CEE			
ex 84.41 A	Sewing machines (for woven fabrics, leather footwear, etc.) and parts thereof, excluding furniture specially designed for sewing machines.	Entry into force of a Common Market Regulation, and not later than December 31, 1970	Japan and East bloc countries

The *Journal Officiel des Communautés Européennes* No. L39 dated February 19, 1970 also contains the text of **Decision No. 70/155/CEE** authorizing France and Germany to levy an additional customs duty on the import of coffee, not roasted, not freed from caffeine (common customs tariff No. 09.01 A I (a) originating in all third countries except the African and Malagasy states and overseas countries and territories associated with the EEC and freely circulating in the Benelux countries.

The French texts of these Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

SPAIN

Home Compensation Tax Levy

IN THE Spanish *State Gazette* of February 16, the Spanish authorities announced the following reductions and total suspensions in their Home Compensation Tax Levy valid until April 23, 1970:

Tariff Heading	Description	Home Compensation Tax Levy percentage reduction
12.03 B 2	Sainfoin, lucerne, etc.	50
12.03 B 3	Aubergine, onion, etc.	50
12.03 B 4	Clover, vetch, etc.	50
12.03 B 5	Sugar-beet seeds	50
23.04 B	Oil-cake, other than of cotton	100
25.03 C	Sulphur, other than in powder form and ground sulphur	60
26.01 A 2	Other (iron ore)	100
26.01 B	Manganese ores	100
26.01 G	Tin ores	100
26.01 H	Chromium ore	100
26.01 M 2	Other, nickel ores, only	100
26.03 C	Other, tin ash and residues, only	100
27.01 A	Coal, suitable for coking, or mixed, imported by iron and steel coking-plants for their own use in steel manufacture	100
29.01 A 1	Butadiene	90
29.01 B 5	Styrene	50
29.15 D 1	Dimethyl terephthalate	90
29.22 A 4	Hexamethylenediamine monomer adipate	90
29.27 B	Acrylonitrile monomer	90
29.30 A	Isocyanates	50
29.35 G	Caprolactams	90
29.38 B	Other, provitamins and vitamins	90
31.02 A	Natural sodium nitrate, etc.	100
40.01 A	Latex	90
40.01 B 1	Smoked sheets and ball crepe	90
40.01 B 3	Natural rubber, other	90
40.02 A	Synthetic latex	90
40.02 B 2	Synthetic latex, other	90
41.01 A 1	Hides and skins, fresh, salted or dried, of oxen, cows, bulls, and of buffaloes	100
41.01 A 2	Calfskins	100
41.01 A 4 a 2	Sheep and lamb skins, other	100
41.01 A 4 b	Sheep and lamb skins, fresh-salted, weighing not more than 30 kg., inclusive, per dozen, in the wool only	75
41.01 A 4 b	Sheep and lamb skins, fresh-salted, weighing not more than 30 kg., inclusive, per dozen, without wool only	100
41.01 A 4 c 2	Sheep and lamb skins, dry-salted, etc., other	100
41.01 A 4 d	Sheep and lamb skins, dry-salted, weighing not more than 22 kg., inclusive, per dozen, in the wool only	75
41.01 A 4 d	Sheep and lamb skins, dry-salted, weighing not more than 22 kg., inclusive, per dozen, without wool, only	100
41.01 A 4 e 2	Sheep and lamb skins, dried, other	100
41.01 A 4 f	Sheep and lamb skins, dried, weighing not more than 14 kg., inclusive, per dozen, in the wool only	75
41.01 A 4 f	Sheep and lamb skins, dried, weighing not more than 14 kg., inclusive, per dozen, without wool, only	100
41.01 A 5	Goat and kid skins	100
57.03 A	Jute, raw or retted	100
73.02 E	Ferro-nickel	100
73.02 F	Other (ferro-alloys)	100
73.03 A 2	Iron or steel waste and scrap	100
73.13 A 1	Electrical sheets and plates with a watt-loss of 0·75 or less	90
73.15 B 1 f 1 a	Electrical sheets and plates with a watt-loss of 0·75 watt or less	90
73.15 B 2 f 1 a	Electrical sheets and plates with a watt-loss of 0·75 watt or less	90
75.01 A	Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unalloyed unwrought nickel, whether or not in cubes or balls	100
75.01 B 3	Alloyed unwrought nickel, magnesium-nickel alloys, only	100
75.01 C	Nickel waste and scrap	100
75.05	Electro-plating anodes, of nickel	90
76.04 A 1	Reeled foil, of a purity of 99·99% intended for use in the manufacture of electric condensers	90
81.04 K	Base metals, unwrought cobalt, only	100
84.25 C 2	Combine harvester-threshers, other than for cereals and seeds	100
87.01 B 1	Track-laying tractors, with a cylinder capacity of 6,000 c.c. or less	80

TOTAL SUSPENSIONS:

Tariff Heading	Description
03.01 A	Tunny and other tunas, frozen
03.02 A	Cod fish
07.05 B 1	Chick-peas
07.05 B 2	Beans
09.01 A	Coffee, not roasted
12.01 B 3	Soya beans
12.02 B	Flours or meals, of soya, only
15.02	Unrendered fats, etc.
18.01 A	Cocoa beans, raw
23.01 A	Flours and meals, of meat and offals; greaves
23.01 B	Flours and meals of fish

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Customs Tariff duty reductions

IN THE *State Gazette* of February 16, the Spanish authorities announced the following duty reductions on certain sub-headings of their customs tariff valid until March 31, 1970:

Tariff heading	Description	Percentage reduction
12.03 B 2	Sainfoin, lucerne, bent-grass, canary-grass, orchard-grass and fescue seeds	100
12.03 B 3	Aubergine, onion, bean, melon and water-melon seeds	100
Ex 15.11 A	Crude glycerol only	100
15.11 B	Purified glycerol	50
29.23 D 1	Glutamic acid and its salts	50
Ex 84.60	Moulds for the manufacture of centrifugated iron casting pipe only	80%

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

Customs Tariff modifications

THE SPANISH *State Gazette* of February 13 announced the following modifications to the Spanish Customs Tariff:

Tariff Heading	Description	Definitive duty	Transitory duty
44.05	Wood sawn lengthwise, sliced or peeled, but not further prepared of a thickness exceeding 5 mm.:		
A	Peeled wood	20%	16%
B	Of oak, not exceeding 45 mm. thickness and of a length not exceeding 1,500 mm.	Free	Free
C	Of chestnut, not exceeding 45 mm. thickness and of a length not exceeding 1,500 mm.	2%	Free
D	Of cedar ('pinus incensus') of up to 300 x 100 x 10 mm.	1%	Free
E	Other:		
1	Other than tropical wood of more than 30 mm. thickness	5%	1%
2	Other than tropical wood not exceeding 30 mm. thickness	10%	7%
3	Tropical wood of more than 30 mm. thickness	20%	16%
4	Tropical wood not exceeding 30 mm. thickness	10%	7%

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Import duty suspension: cod fish

THE SPANISH *State Gazette* of February 17 announced the suspension of import duty on Cod Fish (Tariff heading 03.02-A) valid until May 17, 1970.

AUSTRIA

Traffic regulations

COPIES ARE now available in Export Services Branch of a comprehensive version of the Austrian traffic regulations. These cover in detail legal specifications for brakes, tyres, lights, etc., and safety regulations for cars and other vehicles intended for use on Austrian public highways.

Inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460, 462).

FINLAND

Reduction in duty on cars

THE FINNISH Authorities have announced a further reduction of import duties on cars from EFTA sources. The new rate is given below and was effective from January 1.

Tariff heading	Old Rate of duty	New Rate of Duty
8702	6%	5%

Inquiries concerning this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 458, 459, 461).

SWEDEN

Increase in value added tax

THE SWEDISH Authorities have announced a general increase in value added tax from 10 to 14 per cent or before tax from 11.11 to 16.25 per cent which will take effect from January 1, 1971.

It should be noted however that on various consumer durable goods such as cars, caravans, motor cycles, snow scooters, motor pleasure boats and engines thereto and television receivers the operative date for the increase is February 9, 1970.

The increase on certain other consumer durables, namely, household equipment such as washing-up machines, washing machines, refrigerators and freeze boxes has been postponed because of forthcoming changes in income tax designed to encourage housewives to find regular outside employment.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 458, 459 or 461).

FRANCE

Quota for tunny fish: amendment

THE FRENCH *Journal Officiel* of February 19 carries an amendment to their recent notice relating to duty free imports of tunny fish which was reported in the *Board of Trade Journal* of February 18, 1970 (page 473).

The 2nd and 3rd lines of the notice should now read 'of a duty-free quota for 1970 for the importation of tunny fish, fresh, chilled or frozen, for preserving purposes (Tariff heading 03.01 BI ex b).

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the French text of the previous notice and the amendment may be seen.

ITALY

Exchange Control Regulations

NEW ITALIAN Exchange Control regulations governing the payment for exported and imported goods and services were published in the *Gazzetta Ufficiale* of February 16, and came into force on the same day.

Under the new regulations, payment for the export of goods and services from Italy must be made within 120 days after delivery, if payment is made in arrears, and within 360 days before delivery, if payment is made in advance.

Payment for goods and services imported into Italy must be made within 360 days after delivery, if effected in arrears, and within 30 days before delivery, if effected in advance.

It is understood that according to directives issued to Italian banks, all existing contracts between Italian importers and foreign exporters will be recognized. If an exporter was to have received a deposit more than one month before shipment the Italian Government will authorize the transfer upon application from the Italian importer.

Importers must apply to the official Italian banks if the contract stipulated an advance payment between 30 and 360 days before consignment, and to the Ministry of Foreign Trade in Rome for longer term deposits.

It has been reported that no new deposit providing for the payment of a deposit more than 30 days before shipment will be authorized.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467), where the published Italian text of the new regulations can be seen.

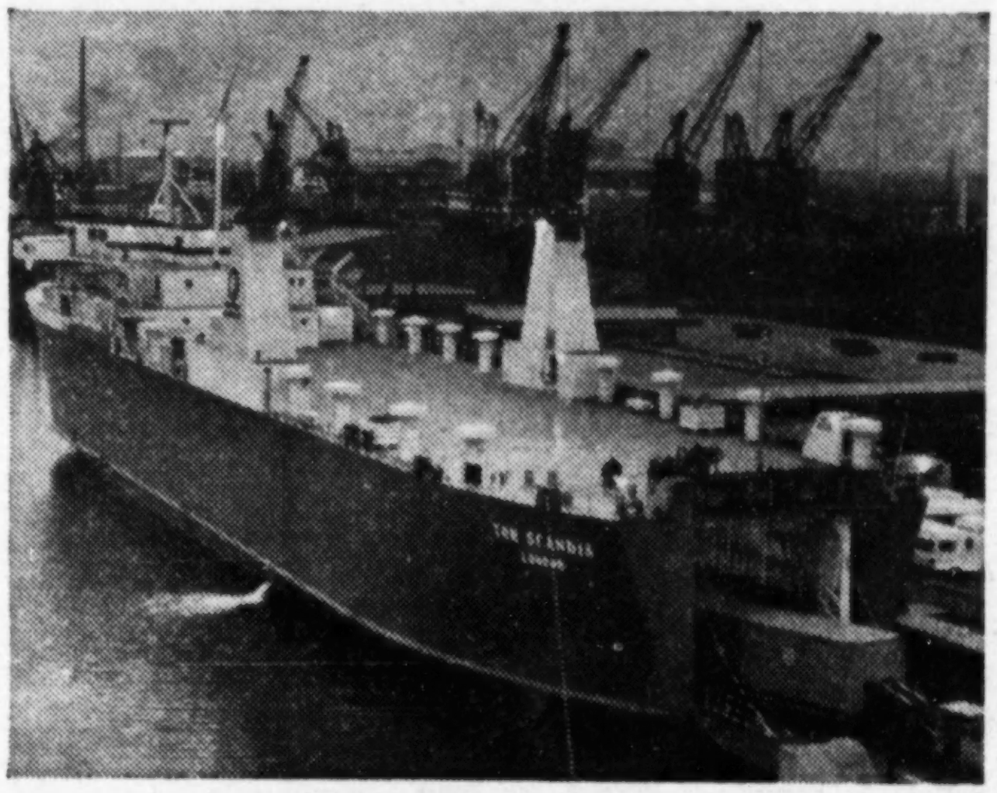
ICELAND

Global quotas for 1970

THE ICELANDIC Ministry of Commerce have announced the following global quotas for imports into Iceland in 1970.

Customs Tariff No.	Commodity	Thousand kroner except where stated
09.01.11	Roasted coffee	4,000
20.04.00	Fruit, fruit peel and parts of plants sugar preserved	4,000
59.04.01	Fishing lines and cords	84 tons
59.04.02	Ropes excluding grass ropes	200 tons
85.01.00	Transformers except ballasts for fluorescent lamps	7,200
94.01.00 94.03.09 94.04.00	Furniture and parts thereof, bedding, mattresses, cushions, etc., and such stuffed furnishing, excluding kitchen fixtures, car seats and other goods on the free list	24,000
96.01.00 96.02.09 96.04.00	Brooms and brushes excluding those used as parts of machines, paint rollers, squeegees and mops, artist brushes and tooth brushes	3,000

Inquiries concerning this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/7).



Pictured at Immingham on her maiden voyage, the 'Tor Scandia' is the second of two newly built ferries to enter service with Tor Line in the last two months. Of the latest 'roll-on/roll-off' design, the 'Tor Scandia' has a capacity of approximately 125 x 20 ft. containers or 50 semi-trailers, or a combination of both.

CONTACT US AT THE SACHET CENTRE
JOHN TYE & SON (Packages) LTD.
717 North Circular Rd., London, N.W.2
Tel. 01-450 7232 (6 lines)

LEADING CONTRACT PACKERS

WE FILL sachets, bottles, jars, plastic tubes with customers products such as liquids, pastes, oils, creams, lacquers and paints.

WE MANUFACTURE similar products for customers under control of our qualified chemists.

WE MAKE and print P.V.C. wallets and covers to your special requirements.

THE EXPORT TRADE

CLIVE M. SCHMITTHOFF
Fifth Edition

For more than twenty years **Schmitthoff's** Export Trade has been the reliable guide of exporters and students to the law and practice of international trade. The book's unique feature is that it deals comprehensively with all aspects of the subject. A completely revised edition is now available.

1969

£5 10s. net. Postage 5s. 6d.

Stevens

Mail orders to:
North Way, Andover, Hants.
Personal purchases:
23 Chancery Lane, London WC2.

MALTA

Tariff amendments

THE BOARD OF TRADE has received a copy of the Malta *Government Gazette* No. 12,373 of January 23, 1970 which contains an Act to amend the Import Duties Act of 1964. It provides for the following amendments:

Tariff Heading No.	Description	Rate of duty	
		General	Preferential
15.13	Margarine, imitation lard, and other prepared edible fats:		
	A. Margarine	112s. per 100 kilogrammes	112s. per 100 kilogrammes
	B. Other	0	0
20.02	Vegetables prepared or preserved otherwise than by vinegar or acetic acid:		
	A. Tomato sauce, tomato extract or tomatoes otherwise preserved	40%	40%
	but not less than, per 100 kg.	100s.	100s.
	B. Peas and beans	40%	30%
	but not less than, per 100 kg.	50s.	37s. 6d.
	C. Olives rendered edible by maceration in brine	0	0
	D. Other	25%	15%
20.06	Fruit otherwise prepared or preserved, whether or not containing added sugar or spirit:		
	A. Roasted and salted nuts exported for repacking in Malta	25%	15%
	B. In airtight containers (other than nuts listed in (A))	35%	25%
	C. Other	25%	15%
	Note to (B) and (C): For industrial production	0	0
21.07	Food preparations not elsewhere specified or included:		
	A. Ice cream	45%	35%
	B. Liquid soft drink concentrates	160%	150%
	C. Dry soft drink concentrates	160%	150%
	D. Sweetening agents (e.g. saccharin, dulcin) in tablets or other forms making them a food preparation per kg.	£2 7s. 3d.	£2 7s. 3d.
	E. Ice cream mixtures containing not more than 1% of sugar imported for industrial production in containers of not less than 4·5 kilogrammes	20%	5%
	F. Other	25%	15%
	Note (B) and (C): For industrial production.		
23.07	Sweetened forage; other preparations of a kind used in animal feeding	25%	15%
	Note: Ingredients imported for the manufacture of animal foodstuffs	0	0
48.14	Writing blocks, envelopes, letter cards, plain postcards, correspondence cards, boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery:		
	A. Blank cards with gilt edges and rounded corners	0	0
	B. Other	27%	13%
49.09	Picture postcards, Christmas and other picture greeting cards, printed by any process, with or without trimmings:		
	A. Postcards representing subjects of local interest	0	0
	B. Other	37%	23%
51.03	Yarn of man-made fibres (continuous) put up for retail sale	27%	13%
	Note: For the manufacture of gloves	0	0
55.06	Cotton yarn, put up for retail sale	27%	13%
	Note: For the manufacture of gloves	0	0
56.06	Yarn of man-made fibres (discontinuous or waste) put up for retail sale	27%	13%
	Note: For the manufacture of gloves	0	0
58.04	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within heading No. 55.08 and fabrics falling within heading No. 58.05):		
	A. Astrakhan in the piece for the manufacture of gloves	0	0
	B. Other	30%	16%
58.05	Narrow woven fabrics and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within heading No. 58.06:		
	A. Webbing	0	0
	B. Cotton tape for manufacture of gloves	0	0
	C. Other	30%	16%
59.05	Nets and netting made of twine, cordage or rope and made up fishing nets of yarn, twine, cordage or rope	30%	16%
	Note: For agricultural and fishing use if so certified by the Director of Agriculture	0	0
59.11	Rubberized textile fabrics, other than rubberized knitted or crocheted goods	0	0
60.04	Under garments knitted or crocheted not elastic nor rubberized:		
	A. Tights	47%	33%
	B. Other	27%	13%
61.04	Women's, girls' and infants' undergarments:		
	A. Babies' napkins	27%	13%
	B. Other	47%	33%
62.05	Other made-up textile articles (including dress patterns):		
	A. Dress patterns	0	0
	B. Loop ends for sanitary towels	0	0
	C. Mattress tufts	0	0
	D. Other	37%	23%
	Note: For agricultural use	0	0
73.21	Structures, complete or incomplete, whether or not assembled, and parts of structures (for example, hangars and other buildings, bridges and bridge-sections, lock-gates, towers, lattice masts, roofs, roofing, frameworks, door and window frames, shutters, balustrades, pillars and columns), of iron or steel; plates, strips, rods, angles, shapes, sections, tubes and the like prepared for use in structures of iron or steel:		
	A. Glass houses	0	0
	B. Shutter slats imported for industrial production	0	0
	C. Other	27%	13%
73.27	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials, of iron or steel wire	27%	13%
	Note: For agricultural use if so certified by the Director of Agriculture	0	0
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lamp-holders, terminals, terminal strips and junction boxes), resistors, fixed or variable (including potentiometers), other than heating resistors; rheostatic, inductance, motor driven and vibrating contact automatic voltage regulators; switchboards (other than telephone switchboards) and control panels:		
	A. For motor vehicles	50%	30%
	B. Of the household type:		
	(i) Leakage circuit breakers	0	0
	(ii) Other	37%	23%
	C. Other	0	0
87.14	Other vehicles (including trailers) not mechanically propelled, and parts thereof:		
	A. Wheelbarrows	17%	3%
	B. Other	37%	23%
89.01	Ships, boats and other vessels not falling within any of the following headings of this Chapter (1):		
	A. Vessels with a tonnage of 10 tons or more	0	0
	B. Other	60%	46%
90.13	Optical appliances and instruments (but not including lighting appliances other than searchlights or spotlights) not falling within any other heading of this Chapter:		
	A. Searchlights imported for fishing purposes, if so certified by the Director of Agriculture	0	0
	B. Other	47%	33%
94.03	Other furniture or parts thereof:		
	A. of metal	47%	32%
	B. of wood:		
	(1) parts	75%	60%
	(2) complete	75%	60%
	C. Of other material	47%	32%
	D. Special furniture (with cases or drawers) for printing works	0	0

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

IRAQ

Reduction in the value of import licences in the private sector

IT HAS been reported that the Directorate General of Imports and Exports, Private Sector Imports Section, Iraq, has instructed all licensed banks dealing in foreign exchange not to open letters of credit or accept sight drafts on any import licence issued by the Directorate between the period January 1 and 28, 1970, which are in the possession of importers, unless it is approved and stamped by the Directorate. The banks have also been requested not to open a letter of credit or accept a sight draft with an amount exceeding half the amount of such licences for which a letter of credit has already been opened with a part of its value.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Closure of post at Khorramshahr

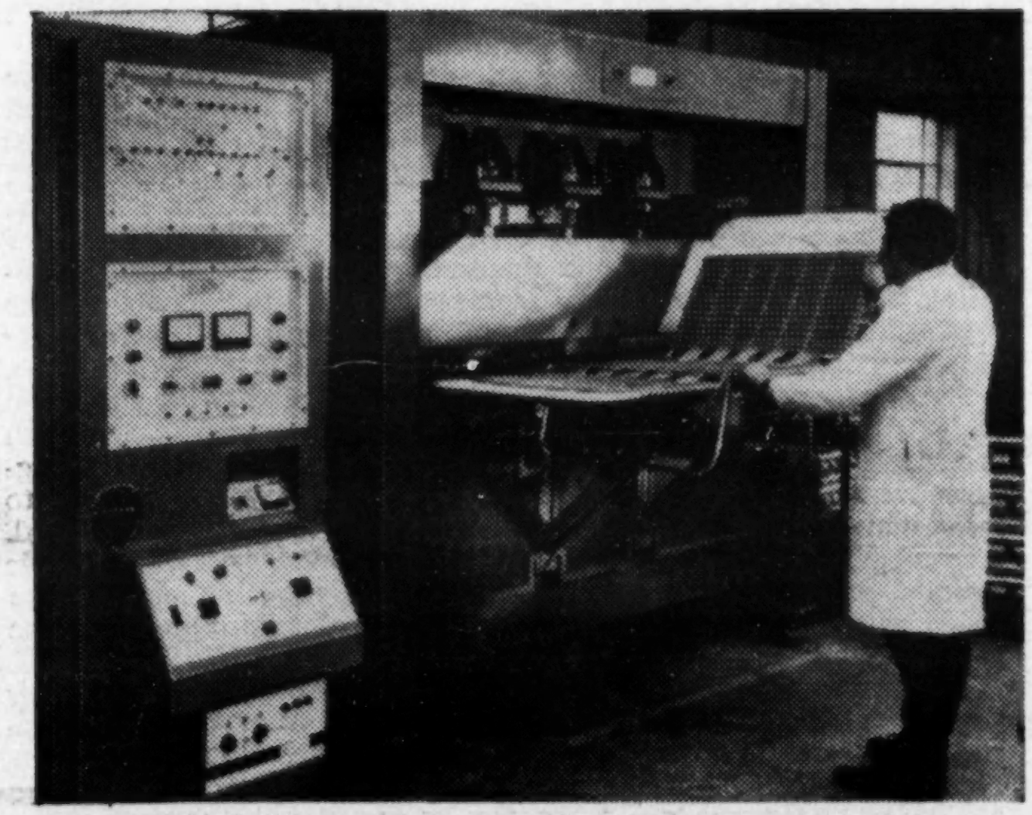
THE BRITISH Consulate at Khorramshahr, closed down on February 28. Correspondence should now be directed to the Commercial Department of the British Embassy, Avenue Ferdowsi, Tehran, after this date.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

MUNICIPAL VEHICLES FOR ACCRA-TEMA

Shelvoke and Drewry Ltd., manufacturers of refuse collection vehicles and a member of the Butterfield Group, has won a substantial order for municipal vehicles for the Accra-Tema City Council. This order to a value of £133,000, which comprises refuse collection vehicles, tanker vehicles and tippers, is a sequel to an initial order for 4S.D Pakamatic vehicles supplied to Accra-Tema early in 1969. Mr. Ofori Kurogo, the chief engineer of the Accra-Tema City Council, is pictured shaking hands with Mr. T. P. Hall, export manager, whilst inspecting one of the vehicles. He was accompanied by Mr. Markwei, the Town Clerk, and Mr. A. S. Bekoe of the External Aid Commission, Ghana.

SPEEDING UP EXPORT PRODUCTION



To meet the increasing export demand for vinyl-covered leisure chairs, particularly from the United States and Canada, Ridat Engineering Co. Ltd., have designed and manufactured a special purpose high-frequency welding machine for the Horsham factory of L. E. Grant Ltd. The new machine has increased L. E. Grant's output of these chairs by 50 per cent. Picture shows a leisure chair being inspected after multi-line welding in the new machine.

ISRAEL

Import regulations

THE MINISTRY of Finance in Israel has announced that restitution will be made on the duty paid on the goods described below in Column 3 which have been used for the production of items in Column 2. The quantity and the goods on which restitution may be allowed will be sanctioned by the Director of the Department after inspection in the factory.

Tustoms Cariff Item	The product	The goods	Rate of Duty Restitution
42.04-9910	Leather sleeves aprons of the kind used in machinery and mechanical appliances	Dressed calf leather	100
44.03-2000 or 44.07-1000	Wooden poles used for electrical lines or telecommunication lines and railway sleepers of wood impregnated with creosote or with a preparation containing copper and arsenic salts	Wood and wooden sleepers	100
73.16-1000	Railway track clips	Round steel rods	100
84.11-5090	Industrial blowers of a kind not used in ventilation, cooling or in air conditioning	Product's materials, not considering waste	90
84.25-9900	Grading machines for agricultural produce, provided the weight of each exceeds 2,250 kg. and they were assembled before June 30, 1968	Product's materials	100
84.25-9900	Grading machines for agricultural produce, provided the weight of each exceeds 2,250 kg. and they were assembled after June 30, 1968	Magnetic brakes falling under Item 85.02,9900 of the Customs Tariff. Belts of vulcanized rubber under Item 40.10-1000 and bearings falling under Item 84.4-2000 of the Customs Tariff	
84.25-9910	Egg grading machines	Electric motor	100
84.59-1530	Machinery and mechanical appliances for the production and preparation of electric wire, electric cable and similar articles for metal working, n.e.s.		90
84.63	Agricultural machines	Transmission gears in respect of which the Director-General of the Ministry of Commerce and Industry or a person authorized for the purpose certifies that they are not of the kind produced locally nor are likely to be substitutes therefor and imported after January 1, 1968	100
86.05 or 86.06	Inter-urban railway vans and cranes	Rods, angles and iron and steel tubes of a thickness not less than 2·5 mm. and of a width not exceeding 150mm.,screws, if cleared between April 1, 1965 and February 1, 1966	100
90.19-1100 or -2090	Orthopaedic appliances for the paralyzed, artificial limbs, artificial parts of the body and their parts	The product's materials	100
90.28-1500 or 90.20-1000	Instruments and apparatus for detecting or measuring radiations and parts adapted to them	The product's materials	100
96.02-1091	Brushes for waxing citrus fruit	Fibres of copolymers of vinyl chloride and vinylidene chloride falling under item 39.02-5510 of the Customs Tariff, imported after January 1 1967 and provided the quantity in respect of which restitution is made does not exceed 6 tons	
301	Glasshouses and equipment for their operation, n.e.s., in this order	The product's materials	70
301	Equipment used for the operation of glasshouse installations	The product's materials	8 ag. IL.1·00 of its wholesale price within its meaning in the Purchase Tax Law (Commodities and Services) 1952
403	Citrus wax used in citrus waxing machines	The product's materials	
412	Ships and their parts	Materials used for building the products and for their repair	100
421	Carpets used in hotels	The product's materials	100
504	Iron or steel structures	Various kinds of iron	90
621	Fighting equipment	The product's materials	100

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/474).

ALGERIA

Import restrictions: tyre flaps, aircraft tyres and other items

THE ALGERIAN *Journal Officiel* of January 30, 1970, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 40.11 C I	Tyre flaps and aircraft tyres.
Ex 40.11 C II a	Other flaps and tyres more than 15 kg. in weight.
Ex 40.11 C II b	Other flaps and tyres less than 15 kg. in weight.
Ex 40.12 a	Rubber teats.
62.05	Other textile articles including patterns.

Existing orders could be admitted quota-free until January 21, 1970.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

TOGO

New transit tax (taxe speciale de transit)

ORDONNANCE-LOI No. 26 of November 12, 1969 announced the creation of a transit tax to be imposed on goods imported into Togo for re-export to foreign countries. Goods for which a licence has already been obtained in another country and goods for sale in the 'duty free' shop at Lome airport will be exempted from this tax, which will be levied at the following rates on the c.i.f. value.

Cigarettes	40 per cent
Alcoholic beverages	40 per cent
Printed fabrics	10 per cent
Secondhand clothes	15 per cent
Others (with the exception of vehicles)	15 per cent

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408 and 423).

ZAMBIA

Customs Tariff changes

IN A NOTICE published in the *Board of Trade Journal* of February 25 (pages 557-560), details were given of certain changes to the Zambian Customs Tariff, which took effect from January 31. The following additions and/or amendments were made to the Customs Tariff at that time:

FIRST SCHEDULE:

Heading No. (1)	Description of Goods (2)	Rate of Duty (3)	Statistical Unit of Quantity (4)
	By the addition of the following:		
28.00.69	Metallic salts of inorganic acids: Not in bulk	Free	lb.
44.04.10	Amend to read:		
44.05.10	Coniferous	Free	cu. ft.
58.09.00	Tulle and other net fabrics, figured:		
	By the deletion of the content and by the substitution therefor of the following:		
58.09.11	Containing more than 10 per cent of silk.		
87.09.00	Motor cycles, auto cycles and cycles fitted with an auxiliary motor with or without sidecars; sidecars of all kinds:		
	By the deletion of the following item:		
87.09.90	Other	30 per cent	No.
	By the addition of the following item:		
90.07.00	Photographic cameras; photographic flashlight apparatus:		
90.07.90	Other	50 per cent	

Inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468),

MALAWI

Import controls: licenses required for fertilizers

THE MALAWI Control of Goods (Import and Export) (Commerce) (Amendment) Order, 1970, amends, with effect from February 2, the Control of Goods (Import and Export) (Commerce) Order, 1967 (published in the *Board of Trade Journal* of February 24, 1967, page 546) by the addition of the following item to the list of goods for which an import licence is required: 11. Fertilizers.

REPUBLIC OF SOUTH AFRICA

Customs tariff application

CUSTOMS TARIFF Application List No. 503, published in the South African *Government Gazette* of February 20, contains applications to the Board of Trade and Industries for increase in duty on: 1. Sodium Metasilicate Pentahydrate, from free of duty to 20 per cent *ad valorem*. 2. Expandable Styrene Polymers and Copolymers, in blocks, lumps, powders and similar bulk forms, from free of duty to 20 per cent *ad valorem*. 3. Bovine Cattle leather, classifiable under tariff subheadings 41.02.40.90 and 41.02.90 from the existing rate of duty to 24 cents per square foot less 50 per cent *ad valorem* with a maximum of 20 per cent *ad valorem*.

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

NEW ZEALAND

Free Trade Agreement: Customs tariff inquiry (1)

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into the possible addition to Schedule A of the New Zealand/Australia Free Trade Agreement of the items set out in the schedule to this notice.

The dates of the public inquiries and also for the submission of evidence are also set out in the schedule. Each inquiry will commence at 10.30 a.m. Typewritten statements of evidence (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it. British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to free rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period: any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' Tel. Wellington 43-706 (BTANZ charges a fee for its services the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 16678G.

Any British trade association or firm proposing to submit

evidence is also asked to advise the Commercial Relations and Exports Department of their intention.

Schedule

Tariff Item		Date of Public Inquiry	Date for Receipt of Representations
Ex 39.07.10	Flat discs or shapes of hardened casein suitable for use in the manufacture of buttons.	Monday, May 4, 1970	April 17, 1970
73.15.95	Wire of high carbon steel, other than coated, not including mattress wire or nail wire.	Tuesday, May 5, 1970	April 21, 1970
Ex 90.04.09	Spectacles, pince-nez, lorgnettes, not including sun (or glare) glasses, non-powered.	Wednesday, May 6, 1970	April 22, 1970
Ex 09.10.09	Ground ginger not packed for retail sale	Wednesday, May 13, 1970	April 29, 1970

Free Trade Agreement: Customs tariff inquiry (2)

THE New Zealand Tariff and Development Board inquiry into the possible addition to Schedule A of perforated or cellular sheets, etc., of high carbon on alloy steel which was to have taken place on Tuesday, March 31, 1970, will now be held on Thursday, April 2, 1970, at 10.30 a.m. Details of this inquiry were published in the *Board of Trade Journal* of January 7, 1970 (page 70).

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 16678/G.

Free Trade Agreement: Tariff inquiry on wooden clothes pegs

THE New Zealand Tariff and Development Board has announced that an objection has been received in respect of the elimination of margins of preference on wooden clothes pegs (Tariff Item 44.24.01) and that a public inquiry will take place on Tuesday, May 12, 1970, commencing at 10.30 a.m.

The purpose of this inquiry will be to hear evidence on the proposed action as it affects these goods and also to consider the rates of duty and import licensing. Evidence for this inquiry should be lodged with the Tariff and Development Board by Tuesday, April 28, 1970.

Details of the intention to eliminate these margins of preference were given in the *Board of Trade Journal* of November 19, 1969, page 1427.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 26547/G.

Emergency Protection Authority reports

COPIES OF the following New Zealand Emergency Protection Authority reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
78.38.31 74.18.03 76.15.11	Capacity measures and parts thereof.
90.17.11	Incubators for premature infants.
84.48.09	Tapping attachments for lathes.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/474).

MALAYSIA

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government has declared the following industries and products to be pioneer industries and pioneer products under the Investment Incentives Act, 1968:

Industries (in Malaysia)	Products
Manufacture of pottery and china	Tableware, chinaware, dinnerware, porcelain insulators for low and high tension
Manufacture of structural clay products	Refractory bricks and refractory mortar
Manufacture of rubber products, n.e.s.	Rubber rollers
Manufacture of wire and wire products	Wire rope
Manufacture of watches and clocks	Watches
Manufacture of hardware tool and cutlery	Locks – all types
Manufacture of radios and related equipment	AC adaptors
Manufacture of electrical industrial equipment	Electric air pumps, battery chargers
Manufacture of electrical appliances	Doorbells and chimes
Manufacture and extraction of essential oils	Sandalwood oil
Manufacture of motor vehicle parts and accessories	Oil filters, air filters, Exhaust system
Manufacture of radios and related equipment	Magnetic recording tapes – all types
Manufacture of wire and wire products	Coil springs – all types spring pressing and stamping

The proposal to designate these products appeared in the *Board of Trade Journal* of January 7, 1970.

SINGAPORE

Customs duties amendments

THE SINGAPORE *Government Gazette* dated February 12, 1970, publishes the Customs Duties (Amendment No. 2) Order, 1970, which amends the Customs Duties Order, 1970, as follows:

Code	Description	Unit of quantity	Customs Duty		
			Full	Preferential	Excise
121 000	Tobacco, unmanufactured, including tobacco refuse:	Lb.			
	Old tariff		$8·60	$8·60	—
	New tariff		$9·40	$9·40	—
122 201	Cigarettes	Lb.			
	Old tariff		$11·50	$11·50	$1
	New tariff		$12·50	$12·50	$1·30
	Monosodium glutamate and other salts or derivatives of glutamic acid and preparations thereof, including glutamic acid:				
512 704-9	Other	Lb.			
	Old tariff		$2·50	$2·50	—
	New tariff		$2·00	$2·00	—
581 215	Roofing	Ton			
	Old tariff		25% or 15 cts per lb.	25% or 15 cts per lb.	—
	New tariff		—	—	—
581 216	Rectangular articles, other than tiles, of artificial plastic materials	Value			
	Old tariff		25%	25%	—
	New tariff		—	—	—
661 831	Building materials and the like of asbestos cement including sheets, ridges and guttering:	Ton			
	Old tariff		10%	10%	—
	New tariff		—	—	—
662 421	Roofing tiles of brick, earth or clay, baked:	Ton			
	Old tariff		25% or 5 cts each	25% or 5 cts each	—
	New tariff		—	—	—
663 622	Roofing tiles:	Ton			
	Old tariff		25% or 5 cts each	25% or 5 cts each	—
	New tariff		—	—	—

CUBA

Canned meats and dairy products

HM EMBASSY in Havana report that the Cuban Ministry of Foreign Affairs revised their regulations on January 30, 1970, governing the import of canned meats and dairy products.

Veterinary certificates must accompany consignments and not be sent separately as previously. These certificates will be valid for only two months from the date of issue.

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

Cobb's Coaches

first delivered New Zealand's mail in 1862

Are you up to date on New Zealand?

Cobb's coaches replaced the pack-horses that had previously carried mails to the Otago goldfields, where the gold rush in 1861 had created a new population centre. Today, New Zealand's internal mail is sorted and handled in travelling railway post office vans, as in Britain.

To maintain one of the highest standards of living in the world, we import not only British ideas, but a high proportion of manufactured goods. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank

OF NEW ZEALAND LIMITED

Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

Regular service.....

Just another feature of a fast, modern fleet of cargo liners serving WEST INDIES, GUYANA, SURINAM, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS and SOUTH and EAST AFRICA.

WE CARE FOR YOUR CARGO

Harrison Line

Thos. & Jas. Harrison Ltd., Mersey Chambers, Liverpool 2, and Fountain House, Fenchurch Street, London, E.C.3.

9

BOLIVIA

Pharmaceuticals: incentives for foreign companies

THE BOLIVIAN Government, by a Supreme Decree No. 08878 of July 31, 1969, have introduced incentives to encourage foreign pharmaceutical companies, whose products at present have to be imported into Bolivia, to establish factories in the country within three years. Items, which by then are manufactured in Bolivia, will not be given import licences after that date under the terms of the legislation. Certain specialized items, however, will still be allowed into the country.

An informal translation of the four working Articles is as follows: *Article* 1: Within three years of this date (i.e. July 31, 1969) the Supreme Government will grant maximum facilities and incentives in order that foreign laboratories which manufacture pharmaceutical products and have representations or deal in the Republic of Bolivia shall install manufacturing plants in the country.

Article 2: In the event that the resolution in the former article should not be executed by the date mentioned above, the licences of imported products will remain cancelled, with the exception of those which cannot be manufactured except in specialized laboratories. The Ministry of Public Health will authorize the import of the same.

Article 3: The facilities and incentives referred to in the first article will not be granted if these present unfair competition to the national pharmaceutical industry already established.

Article 4: The Ministry of Public Health, through its specialized organizations, will work out a code for the national pharmaceutical industry for the application of the present Decree.

BRAZIL

Abolition of consular visas on commercial invoices

UNDER DECREE No. 66175 of February 4, 1970, the requirement for consular visas on commercial invoices for goods imported into Brazil is abolished.

If the Customs Policy Council so recommends the Ministry of Foreign Affairs may reinstate the requirement either as a general rule or for individual countries or groups of countries in the light of prevailing conditions in national and internatonal markets.

In addition the Customs Policy Council is empowered to apply new regulations for the identification of origin of imported goods.

The decree comes into effect on March 6, 1970.

Customs tariff amendment

UNDER RESOLUTION No. 737 of December 12, 1969, the following new tariff sub-heading was created:

Tariff No.	Description	Rate of duty *ad val.* c.i.f.
38.19	Chemical products, n.e.s.:	
38.19 027 02	Mixture of cyclohexanol and cyclohexanone ('olona' and the like)	15%

UNITED STATES

Transportation of combustible liquids

THE UNITED STATES Department of Transportation propose to extend the scope of the hazardous materials regulations to cover certain liquids with a flash point of over 80° F. Also incorporated in the proposals are amendments to the labels to be displayed on tanks and vehicles.

Full details of these proposals are obtainable from the Commercial Relations and Exports Department, Board of Trade, Room 423, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), Ref. FR 21.2.70/3298. Any comments that interested persons wish to put to the American authorities must be made by May 5, 1970,

Fair Packaging and Labelling Act: bars of soap

THE UNITED States Federal Trade Commission has concluded that with effect from July 1, 1970, bars of soap must be marked by net weight in accordance with the labelling requirements of section 500.7 of the consumer commodity regulations issued under the United States Fair Packaging and Labelling Act.

Inquiries about this notice should be addressed to Tariff Section, United States Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457), Ref. FR 18.2.70.

Hazardous substances: flammable contact adhesives

THE UNITED STATES Department of Health, Education and Welfare proposes to add a new section to part 191 of the regulations under the United States Federal Hazardous Substances Act relating to acceptable minimum cautionary labelling for extremely flammable contact bonding cements.

Interested persons are invited to submit comments on this proposal to the Department of Health, Education and Welfare not later than March 20, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR 18.2.70.

Flammable Fabrics Act: appropriate safeguards

THE UNITED STATES Federal Trade Commission is concerned that fabrics found not to comply with flammability standards under the United States Flammable Fabrics Act may be introduced into commerce without appropriate safeguards for the protection of the public.

The Federal Trade Commission has announced that in future, in all cases where it finds a violation of the Flammable Fabrics Act, its cease and desist orders will include a requirement that the offending fabric or product either be destroyed or satisfactorily flameproofed.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle safety standards: exterior protection (bumpers)

THE *Board of Trade Journal* of October 27, 1967, gave advance notice of proposals of the United States Federal Highway Administration for new motor vehicle safety standards relating to the height and effectiveness of bumpers on passenger cars, multi-purpose passenger vehicles, trucks and buses.

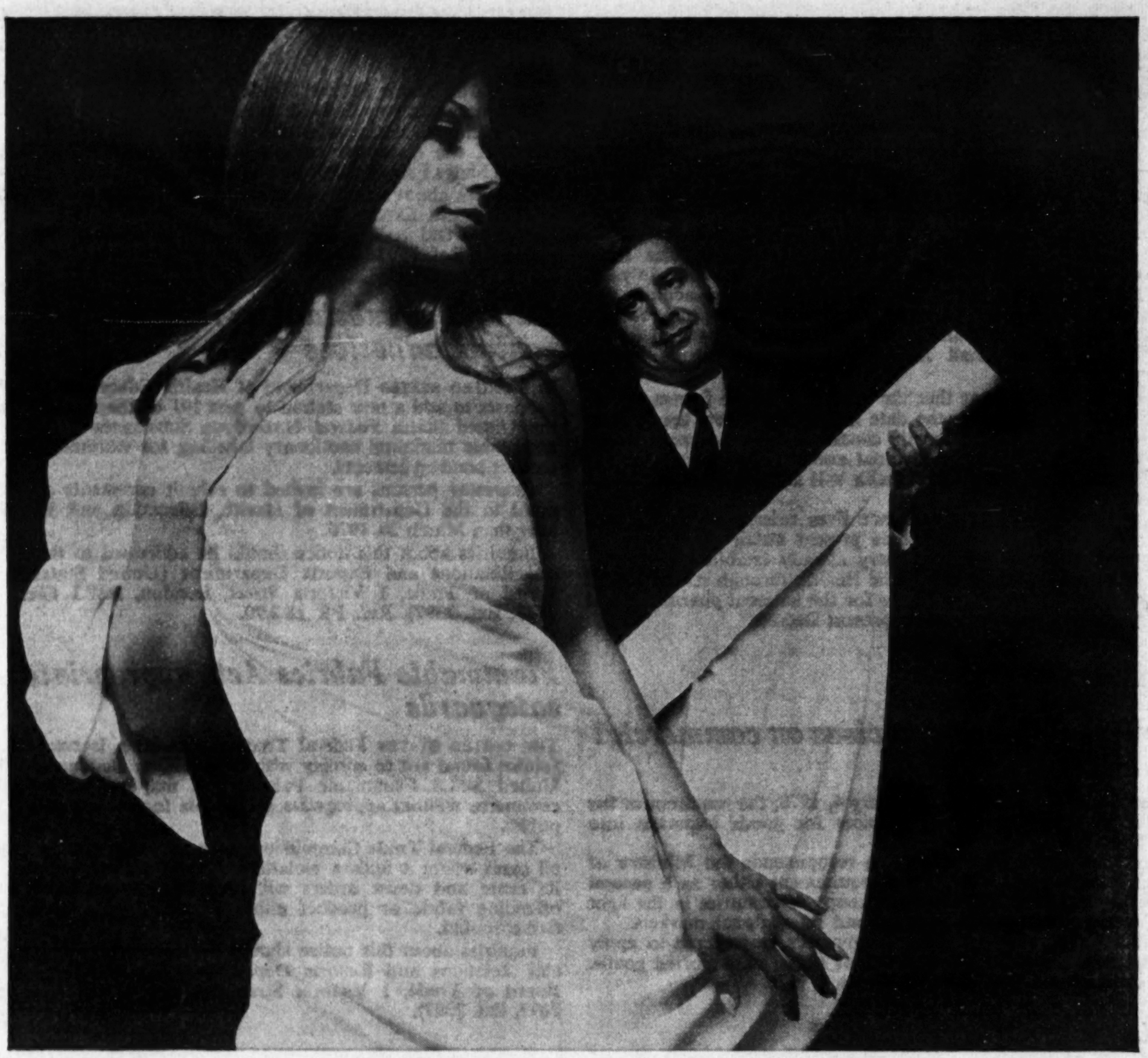
The Federal Highways Administration has announced that it will hold a public hearing to discuss bumpers and other aspects of front and rear low-speed collision protection on April 2, 1970, in the Department of Commerce Auditorium in Washington, DC.

The Federal Highway Administration has produced a discussion paper for the hearing in the form of a draft motor vehicle safety standard and copies are available on request from Mr. Clive Ferguson, director, Office of Standards on Crash-Injury Reduction, National Highway Safety Bureau, 400 7th Street, SW Washington, DC, 20591.

Interested persons are invited to attend the hearing and/or submit written comments to the Federal Highway Administration.

Further details about this proposal and about the procedure and closing dates for submitting comments may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR 19.2.70.

(UNITED STATES *continued on page* 627)



"No. I wouldn't say air freight is expensive. In fact, it gave me one of my major sources of profit." (Ian Rosenberg, of Ian Rosenberg Ltd., Textile Importers.)

Until Ian Rosenberg spoke to Air Canada the Canadian crepe fashion market hardly existed in Britain

Today it's worth millions

Ian Rosenberg imports textiles from Canada. Speed and promptness are essential.

Until he was able to supply orders from Montreal and Toronto on a daily basis, fashion in crepe couldn't exist in Britain.

Air Canada was the airline that made it possible.

But let Mr. Rosenberg speak for himself.

"My business is fashion.

"Air Canada brings in my consignments three to four times a week. Anything from 2,000 to 5,000 kilos at a time.

"If a line sells well, my profits depend on an instant re-order. Only air freight lets me do this.

"Three years ago I used sea freight. Since I started using Air Canada my turnover has tripled. And that hasn't done my profit any harm.

"More than this: I find that air freight is effectively cheaper than freighting by sea.

"I spend much less on insurance premiums.

"I eliminate warehousing charges.

"And, most important, I can guarantee delivery dates *to the hour.*

"Only air freight does this for me.

"My textiles come from Montreal and Toronto, Canada. Who else would I use but Air Canada?"

If you're importing from Canada, perhaps you could learn a trick or two from Ian Rosenberg. Talk to your cargo agent, and let him tell you the details of our services.

Air freight is a business builder. Make it work for you.

AIR CANADA

20 Grosvenor Hill, London, W1. 01-759 4751
St. Andrew House, 50 Sauchiehall Street, Glasgow, C2.
Prestwick 79822 · Manchester 236-3662/3 · Birmingham 021-643 1624
Leeds 20628 · Belfast 25832 · Dublin 771488 · Shannon 61119

Brakes—passenger cars

THE UNITED STATES Federal Highway Administration has under consideration an amendment to paragraph S4.1 (service braking system) of motor vehicle safety standard number 105 relating to hydraulic service brakes, emergency brake and parking brake systems in passenger cars.

Interested persons are invited to submit comments on this proposal with the Federal Highways Administration before April 1, 1970.

Further details may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR 19.2.70.

Applicability—motor vehicles of 1,000 lbs. or less curb weight

THE UNITED STATES Federal Highway Administrator is considering amending the applicability of the Federal motor safety standards so that the standards will apply to all motor vehicles irrespective of their weight. The effect of this amendment would be the revocation of the general exemption for vehicles, other than motor cycles and trailers, having a curb weight of 1,000 lbs. or less.

The Administrator proposes to make the amendment effective on January 1, 1971.

If this proposal is adopted, it will necessitate the amendment of standards 105 and 110 which at present establish performance requirements for passenger cars while they are travelling at speeds higher than the maximum speeds many smaller vehicles can attain.

The Administrator has published proposed amendments to these two standards and has invited comments from interested parties up to April 24, 1970.

Further details may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397), Ref. FR 21.2.70.

CANADA

Labour disputes at ports in British Columbia

THE STRIKE of longshoremen which disrupted freight traffic in Vancouver and other ports in British Columbia was declared finally over from midnight February 12, 1970.

Inquiries in resport of this notice should be addressed to Export Services Branch, Board of Trade, Room J02, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.01-248 5757, Ext. 477), quoting the Ref. No. E.S.B. 41174/69.

Tony Hickie (left), general manager of Duke's Hotel, St. James's Place, London, S.W.1, being interviewed in Montreal during his current promotional tour of North America on behalf of the hotel and British tourism generally. In front of him is a replica of a ducal coronet and the interviewer is holding the Seal of the Hereditary Grand Falconer of England which, with a gold ring given by Charles II to Nell Gwynn, were loaned by the present Duke of St. Albans as 'prop' for the promotion. The tour includes New York, Montreal, Toronto, Chicago, Dallas, St. Louis, Los Angeles and San Francisco, and financially sponsored by Duke's, was arranged with assistance by the BTA and BOAC, and has earned the commendation of the British National Export Council.

THE EXPORTERS YEAR BOOK

The complete and comprehensive Book of Reference for all those connected with the Export Trade.

All you need to know regarding Export Regulations, Procedures, Invoicing, etc. in one concise Volume.

The 1970 Edition is now available from stock—Subscription £5 5s. which includes Free of Charge the monthly supplement "Export Management."

Subscription Department:

THE CHATSWORTH PRESS & PAPER CO. LTD.

39 Waterloo Road, Cricklewood, N.W.2.

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.
Price **10s.** (*by post* 10*s.* 8*d.*) Annual subscription **£6 8s.** including postage

HMSO

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1) Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

EXPORTING TO THE UNITED STATES – Market Surveys by British staff on all consumer goods including advice on distribution, Government regulations, packaging and actual leads – Munro International, Inc., 823 Delaware Av., S.W., Washington, D.C., 20024, USA.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.6. Tel. 01-769 0308/5960.

THE SMALLEST BOTTLE OF SCOTCH WHISKY in the World? In a Matchbox in fact. Home/Overseas inquiries welcome. Special line, Tartan-back Playing Cards. Cumbrae Supply Co., 5, Erskine Square, Glasgow, S.W.2.

ROVERHIRE LIMITED can offer a really first class Self-Drive service for executives. All our cars are 1970 Rover and Triumph models fitted with radios. Whether you are a Visitor to Britain or a resident whose own car is off the road, we would be most pleased to give you our every co-operation. Please write to Roverhire Ltd. (B.O.T.) Seagrave Road, London, S.W.6 or telephone 01-385 5291.

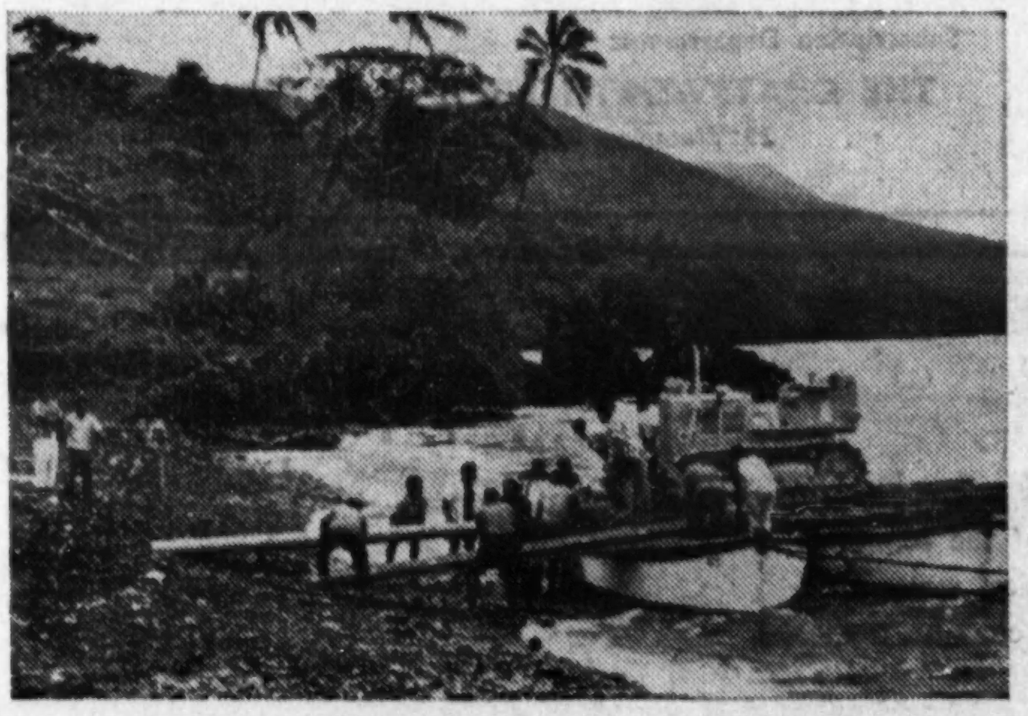
THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry.– J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286 .

Government Publications

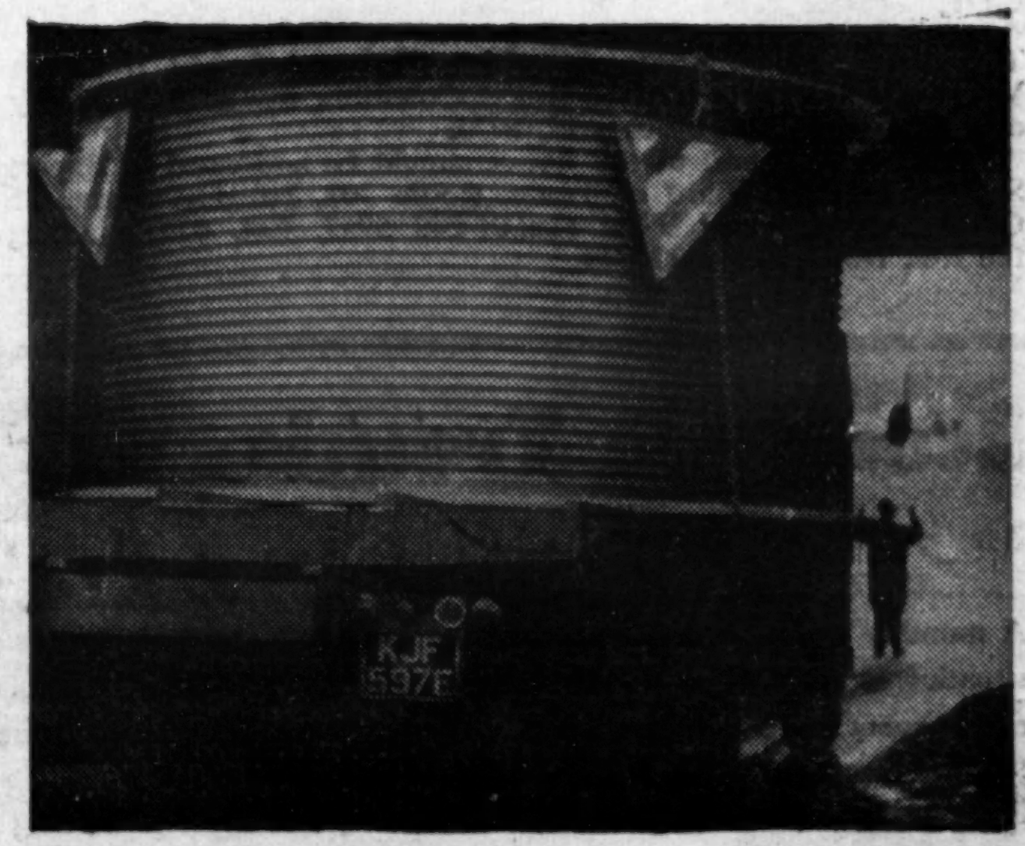
required by customers in North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

CARGOES FOR THE FAR EAST



Taking delivery of an International TD-8 crawler tractor for timber extraction and land clearance on the Adam Adair Coubrough Estate on the Fiji island of Taveuni. The machine, built at the Doncaster plants of International Harvester Company of Great Britain Limited, was supplied with a hydraulic Bullgrader blade and winch.

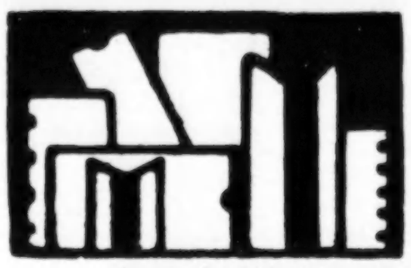


On its way from Leicester for shipment to Malaysia, this 10 ft. diameter rope drum – one of two drums incorporated in a giant ladder winch manufactured by Richards Structural Steel Co. Ltd., Phoenix Iron Works, Leicester, for Berjuntai Tin Dredging Berhad, will be used in alluvial tin mining operations.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720413 7

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

'ARDUA' Brushes

WHOLESALE & EXPORT
SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH, ROTARY

William Turner & Co. (Brushes) **Ltd.**
(Est. 1890)
Boxmoor Works. 23 Kingsland Road, Hemel Hempstead, Herts
Hemel Hempstead 51782

---

ring Bells

for **machine tools** and sheet metalworking machinery

Price List sent on request

Phone 637398
Telex 557260
Cable 'Ringbells' Leeds 4

H. BELL Machine Tools **LTD.**
Walter Street Leeds 4 England

Variety metal workers in all types of metals to $\frac{1}{8}$" thick. 10' brake presses and guillotines. Rolling capacity to $\frac{1}{8}$" plate.
Cabinets and guards, trunking and tank work.
Fully equipped engineering division turning to 4' dia., milling capstan and presswork.
Hydraulic spinning to 4' dia. in $\frac{3}{16}$" stainless, hand spinning to 6' dia. x 14g.

A. Richards (Metal Workers) **Ltd.**
West Ferry Road, London, E 4.
Telephone: East 5911 (5 lines)

E. W. Kendall & Co. Ltd.

FOR
CIRCULAR SAW BLADES
BANDSAW BLADING
CIRCULAR KNIVES
GROOVING SAWS
MACHINE KNIVES
AND
ALL WOODWORKING ACCESSORIES

write *212-214 Ravenscroft Road,*
or *Beckenham, Kent*
telephone **Telephone**: *01-778 3957/4353*

Springs one off or long runs, for every requirement

Tension, Compression, Square Section; Round Section; Specials to meet individual needs
Flat Springs too.
Also makers of Wire formed articles; Pressings and Stampings toolmaking DGI & MOA approved

Rickton Springs Ltd.
Onslow Mills Trout Road Yiewsley, West Drayton, Middlesex.
Phone: West Drayton 2332-2352

TEESDALE TOOLS LTD.

DESIGNERS & MANUFACTURERS OF PRECISION ENGINEERING TOOLS & EQUIPMENT

A specialist service to airlines for all engine overhaul tools

192 OVERNDALE ROAD, DOWNEND, BRISTOL BS16 2RJ
Telephone 654283

Air Compressors from 1 to 100 C.F.M.

Manufactured by London's most progressive compressed air engineers.
Our plant is in use in over 40 countries.
For details, please apply to

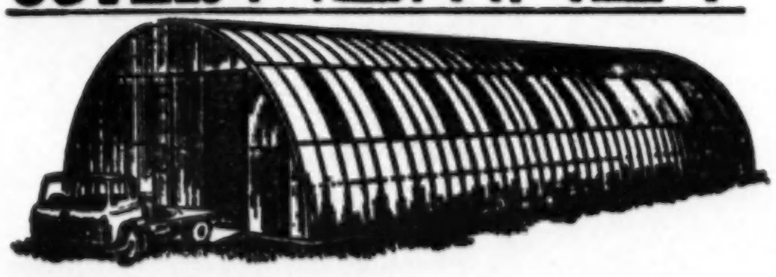
Sherry & Son (Compressors) Ltd,
U.K. Division,
87/89 Pancras Road, London NW1
Telephone: 01-837 7177
Telegrams: Sheryair, London NW1

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' x $\frac{1}{4}$"
Brake Press 10' x $\frac{1}{8}$"

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.
Fresh Wharf Highbridge Road Barking Essex
Telephone: 01-594 5666-7-8
Member of the Stainless Steel Fabricators' Association

LOW COST BIG COVER SUPER ROMNEY



BRAND NEW ALL STEEL BUILDINGS

35ft. span. 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

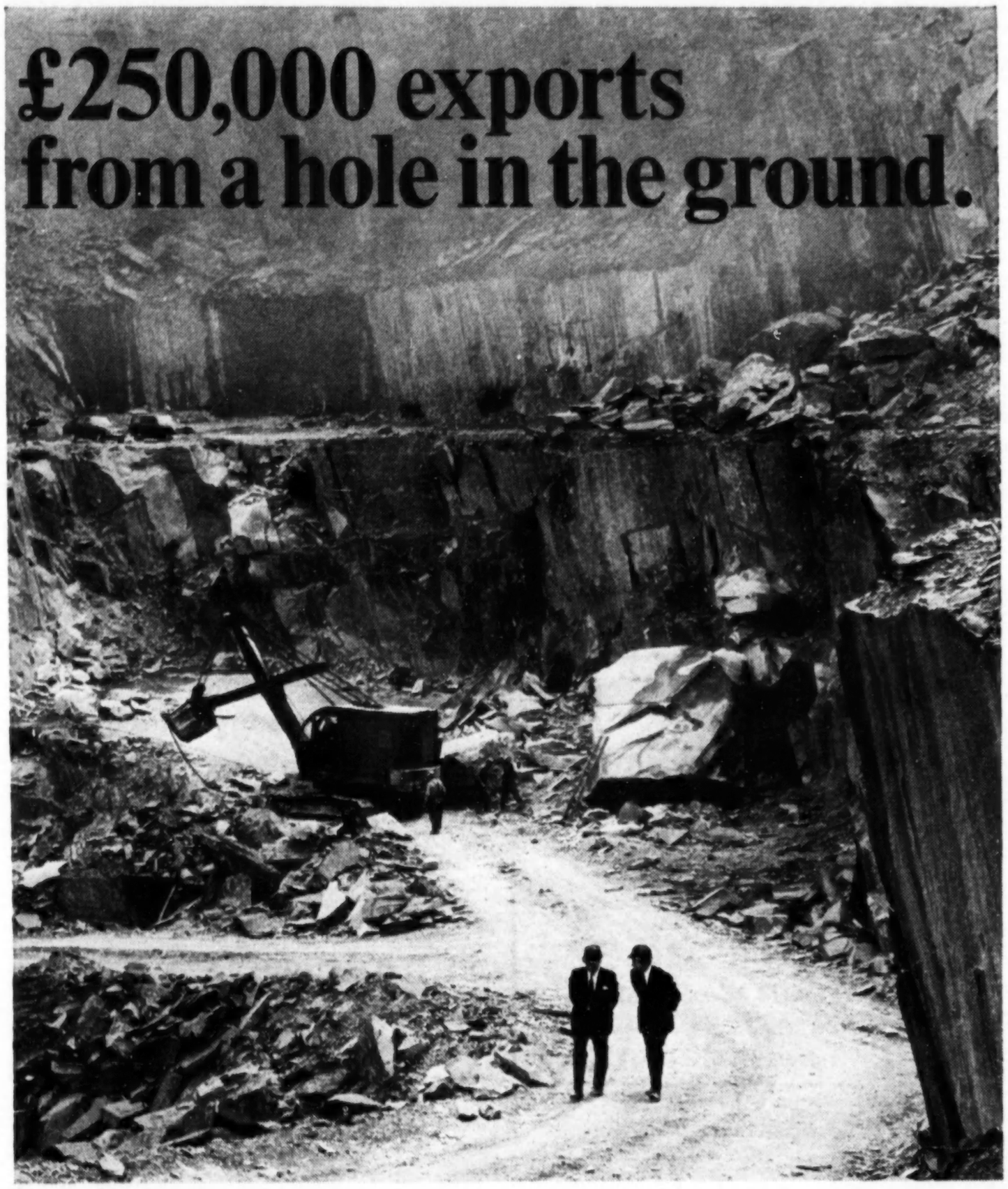
NAYLOR BUILDINGS
Romney House
Wolverhampton Street
Dartaston Staffs
Telephone No. 021 526 3851

CUNNINGTON AND COOPER LTD

ENGINEERS, SHEET METAL FABRICATORS
WALL HILL MILL, DOBCROSS, Nr. OLDHAM
Telephone: Saddleworth 3111/2/3 and 3475

Engineers and Fabricators to Aircraft, Asbestos, Bakery, Building, Carbon Fibre, Catering, Chemical, Dairy, Electrical, Electronic, Food, Glass Fibre, Nuclear Energy, Petrochemicals, Plastics, Refrigeration, Rubber, Textile, Tobacco Industries and many others.

£250,000 exports from a hole in the ground.



Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks—and can also help you to reduce the cost of export finance. Get the full run-down from your local ECGD Manager. Contact him this week.

CITY OF LONDON: 01-488 3491
LONDON WEST END: 01-437 2292
NORTH LONDON: 01-606 4581
SOUTH LONDON: 01-407 5011
BEDFORD: 0234 58798/9
BELFAST: 0232 24428
BIRMINGHAM: 021-454 4375
BRADFORD: 0274 25147
BRISTOL: 0272 22102
CARDIFF: 0222 26657
CRAWLEY: 0243 23444
EDINBURGH: 031-225 3004
GLASGOW: 041-221 3056
LEEDS: 0532 30082
LIVERPOOL: 051-236 5756
MANCHESTER: 061-236 8861
NEWCASTLE-UPON-TYNE: 0632 814214/5
NOTTINGHAM: 0602 46585
READING: 0734 580577
SHEFFIELD: 0742 29151
Head Office: BARRINGTON HOUSE, 59-67 GRESHAM ST. LONDON EC2. TELEPHONE: 01-606 6699

Export with an easy mind

ECGD

EXPORT CREDITS GUARANTEE DEPARTMENT

Four Board of Trade Handbooks give over 250 pages of export information. They are: No. 1, *Services for British Exporters;* No. 2, *ECGD Credit Insurance and Financial Support Services;* No. 3, *Organisation for Export Marketing;* No. 4, *Agencies Legislation and Practice Abroad.* For as many free copies as you require for day-to-day use by your export staff, write now to Information Division, UK Publicity Section A (E3) Board of Trade, 1 Victoria Street, London, SW1.

CRC 104